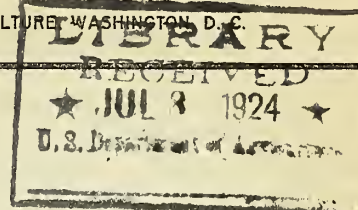


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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE WASHINGTON, D. C.



July 2, 1924.

Vol. 4, No. 27.

JERSEY FRUIT GROWERS PLAN TO CUT DOWN MARKETING WASTE

Every effort to assist New Jersey fruit growers with their grading, packing and transportation problems, this year, is being made by the State Bureau of Markets, Trenton. Arrangements are being completed to provide for the correlation of data on the number of cars needed at various shipping points throughout New Jersey, the speeding up of loading operations, and the more rapid delivery of fruit and other farm products to destination. The New Jersey Federation of County Boards of Agriculture and the Jersey Fruit Growers' Cooperative Association are assisting the State Bureau of Markets in this effort to shorten the time of delivery to consumers.

The fruit growers, themselves, have taken further steps to eliminate waste in the marketing of early apples and peaches. Enlarged central packing house facilities to improve grading and packing, and additional experienced personnel to work with the growers for a finer quality of fruit, indicate that consumers in New Jersey and the adjacent New York City and Philadelphia areas will have better fruit in their market baskets than in previous seasons.

The Jersey Fruit Growers Cooperative Association has just completed arrangements for an Association inspector at the orchard packing houses, in addition to the State-Federal inspectors who issue certificates as to the true grade of the fruit. The Association inspector will supervise the packing at all the packing houses throughout New Jersey's fruit belt, so that uniformity will be maintained in the pack regardless of the particular area from which the fruit may come.

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EGG SIZERS FOUND IMPRACTICABLE IN MISSOURI

Field men of the Missouri State Marketing Bureau, Jefferson City, have succeeded in convincing many egg dealers this season that an egg sizer of 1 19/32 inch diameter of hole will not reliably size up eggs to weigh 45 pounds net per case, the weight established on the No. 1 buying grades, recommended by the Federal Bureau of Agricultural Economics. In some cases it was found that as high as 30 per cent of the eggs that were too large to pass through the hole of the sizer failed to weigh an average of 22 ounces per dozen when actually weighed on the egg-weighing scales used by the field men. Sizers are therefore rapidly falling into disuse in Missouri.

MISSOURI FARMERS FAVOR COOPERATIVE MARKETING METHODS

According to the Missouri State Marketing Bureau, Jefferson City, the work of signing up farmers to the "Producers' Contract" fostered by the Missouri Farmers' Association is going forward steadily and with satisfactory results. The contract provides for the marketing of livestock, grain, and dairy and poultry products for a period of five years.

The association is organized under the non-profit cooperative marketing act passed by the Missouri Legislature in 1923. It is estimated that nearly 20,000 producers in ten different counties have signed the contract. It is probable that no attempt will be made to put the contract into effect until at least 50,000 producers have signed up, for the association is now handling the above products of approximately 70,000 farmers without a contract. Three-fourths of the farmers in a given trade territory or county must be signed up before the contract can become effective as to that county or trade territory. Without a contract, the Association is reported to be the largest individual shipper of eggs in the country. It also maintains the largest cooperative livestock commission company on the East St. Louis livestock market. Butterfat is sold by the 400 local exchanges direct to the centralizers or creameries. A recently established grain commission company at St. Louis is expected to handle in the near future the volume of grain of the members of the Farmers' Association.

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COMMENDS FEDERAL MEAT INSPECTION SERVICE

The inspection of meat in accordance with the grade specifications prepared by the Federal Bureau of Agricultural Economics, is proving of value in an increasing number of instances. The New York State Nautical School, New York City, recently requested the Bureau of Agricultural Economics to inspect the meats about to be delivered to the U.S.S. Newport (Schoolship) previous to its sailing. In commenting upon the service rendered, the Superintendent stated that the delivery of much inferior meat, which might have been a menace to the health of the cadets, was prevented because of the inspection service. He said: "Services such as this can not be measured in dollars and cents and I have so reported to the Board of Governors who control the School under the Department of Education of the State of New York. The service rendered has been of exceptional value to us and should commend itself to all who are interested in the honest and economical management of institutions."

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U. S. PEANUT GRADES ADOPTED BY SOUTHWESTERN PEANUT ASSOCIATION

The permanent adoption of the United States grades for shelled White Spanish Peanuts, as revised, was recommended at the annual meeting of the Southwestern Peanut Association held at Atlanta, Ga., June 19. The association, by unanimous vote, requested the Federal Bureau of Agricultural Economics to formulate grades for Runner peanuts.

WILL PREPARE SUMMARY OF TURKEY MARKETING SEASON OF 1923

A detailed summary of the turkey marketing season of 1923 is being prepared by the Texas Markets and Warehouse Department, Austin, and will be issued just prior to the opening of the 1924 deal. The summary, which will be based on the daily reports as issued by the Texas Radio Market News Service, will also include information as to the shipments at Texas loading stations and the receipts and unloads of turkeys by all States in the important markets of the country.

It has been only in recent years that the marketing of turkeys has become such an important item in Texas agricultural life, the Markets and Warehouse Department advises, and the need for tangible data to guide the remarkable growth of this new industry is very great. The past year Texas poultry and egg dealers and hundreds of Texas farmers and county agents went on record as commending the daily service on turkey markets which was furnished by the Texas Department of Markets and Warehouses with the co-operation of the Federal Bureau of Agricultural Economics.

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GRAIN GRADING DEMONSTRATIONS TO BE HELD IN MISSOURI

The grain grading specialist of the Missouri State Marketing Bureau, Jefferson City, will in the near future commence an intensive itinerary that will take him into all of the important grain producing sections of the State to demonstrate the practical grading and inspecting of grain as it is carried on at the terminal markets by the Federal Grain Supervision and the State Grain and Inspection Department of Missouri. Country buyers will be shown the value of using standard equipment in testing the grain they buy from farmers. Farmers will be taught the advantages to them of such standard inspection. By easy manipulation of the test weight per bushel equipment the operator will show Missouri farmers how three or four grades may be made out of the same lot of wheat.

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OKLAHOMA ADOPTS U. S. GRADES FOR FRUITS AND VEGETABLES

Oklahoma has adopted the United States grades for peaches, water-melons and potatoes as the official standards for the State, and will use the grades in the shipping point inspection work to be conducted in Oklahoma this year.

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U. S. GRADES FOR FRESH PLUMS AND PRUNES REVISED

U. S. grades for Fresh Plums and Prunes have been revised. Copies of the revised grade specifications may be obtained from the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, Washington, D. C.

MIDWEST ECONOMICS COUNCIL TO HOLD MEETING IN DECEMBER

The Midwest Agricultural Economics Research Council, 139 N. Clark Street, Chicago, will hold a meeting in Chicago, in December, according to recent plans of the Organization Committee. The Council, which was organized for the purpose of stimulating and coordinating the studies on agricultural economics in the Middlewest States, is composed of government bodies, educational institutions, research agencies, trade associations, farm organizations, and business concerns interested in such studies.

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FEDERAL FEED MARKET REPORTS TO BE USED IN FIVE ADDITIONAL STATES

Five more States have just completed arrangements to use the weekly feed market reports compiled by the Federal Bureau of Agricultural Economics. Dissemination of the reports will be made through State agencies in Iowa, Michigan, Wisconsin, Minnesota and Nebraska. The reports are now being used quite extensively in the Eastern States, and have met with much favor among farmers.

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FARM STORAGE OF WHEAT STUDIED IN KANSAS

A one-year's study of wheat shrinkage, loss and damage in farm storage has recently been completed by the Department of Agricultural Economics of the Kansas State Agricultural College, Manhattan. The study was conducted in important combine-harvester territory. Sixty-nine samples of wheat of about 7,000 grams each, were weighed into 27 bins at the time the wheat was binned, and weighed out at the time the farmers sold their wheat.

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CALIFORNIA CONTEMPLATES STANDARDIZATION OF LUG BOXES FOR POTATOES

Because of the wide variation in the weights of lug boxes now used for potatoes, the California State Department of Agriculture, Sacramento, is considering the standardization of lug boxes, and has written to all county sealers of weights and measures for suggestions.

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NEW YORK HAS NEW DIRECTOR OF EXTENSION

Dr. C. E. Ladd, Extension Professor of Farm Management at the New York State College of Agriculture, Ithaca, has been appointed Director of Extension to succeed Maurice C. Burritt who has resigned to assume active management of his fruit farm. Dr. Ladd's appointment became effective July 1.

COOPERATIVE CREAMERY TO BE OPERATED IN NEW MEXICO

Plans for the establishment of a \$50,000 cooperative creamery at Clovis, N. Mex., for the handling of cream, poultry and eggs are progressing satisfactorily according to C. A. McNabb, Extension Agent in Marketing, New Mexico College of Agriculture, State College, N. Mex. The association will be composed of producers in eight counties in the eastern part of the State. Cream will be bought on grade and manufactured into butter for shipment to large market centers. Poultry and eggs will also be handled on grade and shipments made in carload lots. The plant will be equipped with cold storage facilities to care for these perishable products.

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MISSOURI POTATOES TO BE INSPECTED AT SHIPPING POINTS

A potato inspection service will be rendered growers and dealers at shipping points in the Orrick Valley of Missouri again this season, under an arrangement made by the Missouri State Marketing Bureau, Jefferson City, and the Federal Bureau of Agricultural Economics. The growers have guaranteed approximately 400 carloads of potatoes for inspection, which will require the attention of two inspectors. This represents an increase of 100 per cent in the number of cars inspected during the 1923 season.

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ALABAMA FAVORS U. S. GRADES FOR EGGS

The Alabama State Department of Agriculture, Montgomery, recommends the use of the tentative grades for buying eggs, suggested by the Federal Bureau of Agricultural Economics. A recent issue of the Alabama Markets Journal, the monthly publication of that Department, contains the specifications for the two grades of sound shell eggs and one grade of checks and cracks.

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GEORGIA CANTALOUPE SHIPPERS HAVE SPECIAL MARKET NEWS SERVICE

A special cantaloupe market news service for local growers and shippers has been started by the Georgia State Bureau of Markets, Atlanta. The El Centro, Calif., f.o.b. report and the daily cantaloupe shipments from each State are included in the bulletin.

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REGULATIONS FOR POTATO WAREHOUSES PRINTED

Regulations for potato warehouses operating under the United States Warehouse Act are contained in Service and Regulatory Announcement No. 83, just issued by the Bureau of Agricultural Economics, U. S. Department of Agriculture. Copies of the publication may be obtained upon request.

SEED STATISTICS GIVEN IN NEW DEPARTMENT CIRCULAR

Statistical Bulletin No. 2, just issued by the United States Department of Agriculture, deals with seed statistics, past and present. The bulletin includes statistics of seeds produced primarily for planting and for oil production. The bulletins in the Statistical Series are contributions from the Division of Statistical and Historical Research, Bureau of Agricultural Economics. Bulletins are in preparation and will appear in succession throughout the year, giving statistics relating to cold storage holdings of certain food products; horses, mules, and tractors; sheep, lamb mutton, and wool statistics; vegetable statistics; seed statistics; fruit statistics; potato statistics; carlot shipments of fruits and vegetables; wheat statistics; tobacco statistics; rye, oats, barley, rice, buckwheat, grain sorghums and flax statistics; cotton statistics; hay and feed statistics; cattle, calves, beef, veal, hides and skins statistics; hogs and pork statistics; corn statistics; dairy and poultry statistics.

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BULLETIN TO BE PUBLISHED ON MARKETING OF KANSAS WHEAT

A bulletin entitled "Shortage of Farm Storage Space and Inability to Get Local Bank Credit as Factors Forcing an Early Marketing of Wheat" is being prepared by the Department of Agricultural Economics of the Kansas State Agricultural College, Manhattan. The bulletin will summarize a three-years' study of the quantities of wheat sold in different localities before the farmers wanted to sell, the selling being caused by either shortage of storage or lack of local bank credit.

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MARKET REPORTS ON CANTALOUPE AND WATERMELONS BEING ISSUED

Market reports on cantaloupes, which are now being issued from El Centro, Calif., by the Federal Bureau of Agricultural Economics, will be continued until about July 12.

Market reports on watermelons were started June 30, at Valdosta, Ga., and will be issued until about July 19. The reporting service is being conducted cooperatively by the Ga. State Bureau of Markets, and the Federal Bureau of Agricultural Economics.

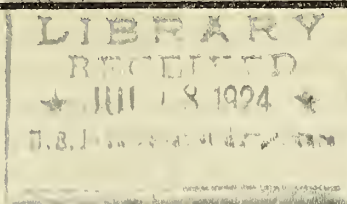
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U. S. GRADES FOR HAY CONTAINED IN NEW GOVERNMENT CIRCULAR

Specifications of the United States grades for hay are contained in Department Circular No. 326, just published by the United States Department of Agriculture. The circular includes an outline of haymaking, baling and loading methods essential to the marketing of high grade hay and gives a sketch of the early work on hay standardization. Copies of the circular may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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July 9, 1924.

Vol. 4, No. 28.

STATE-FEDERAL BUTTER INSPECTIONS TO BE MADE IN MINNESOTA

On July 14, butter inspection offices will be opened jointly in Minneapolis, St. Paul and Duluth, by the Federal Bureau of Agricultural Economics and the Minnesota State Department of Agriculture, for the cooperative inspection of butter. This service will be used extensively by the Minnesota Cooperative Creameries Association and other shippers of butter. Buyers of butter from the association will be furnished inspection certificates showing the grade or grades of each invoiced shipment. The local creameries, which are members of the Cooperative Creameries Association, will receive a State inspection certificate for each shipment made to the association. This new inspection service will be conducted on a flat fee basis. Two inspectors have been employed to handle the work.

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COTTON GRADING SCHOOL HELD IN OKLAHOMA

A cotton grading school is being held at the Oklahoma Agricultural and Mechanical College, Stillwater, again this year. Instruction in grading cotton according to the U. S. official cotton standards is being given by C. F. Mitchell, Federal Cotton Classifier at Dallas, Tex. The school will be in session until July 20.

A similar school has just been held at the Clemson Agricultural College, Clemson College, S. C. George Butterworth, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, assisted in instructing students in the methods used in cotton classing.

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EGG CANDLING, GRADING AND PACKING DEMONSTRATIONS BEING HELD

Methods in candling, grading and packing eggs in accordance with the U. S. Tentative Standards and Grades for Eggs are being demonstrated by representatives of the Federal Bureau of Agricultural Economics to county agents, egg buyers and sellers in a number of States. F. S. Jacoby of the Division of Dairy and Poultry Products, is now conducting demonstrations in Michigan, Illinois, Missouri, Kansas, Oklahoma, Arkansas and Ohio. F. C. Old of the same Division is visiting a number of Western States where similar demonstrations are being made.

FRUIT INSPECTED AS TO GRADE POPULAR IN FOREIGN MARKETS

The shipping point inspection certificate has its value in foreign countries as well as in markets of this country, according to a prominent fruit grower of Virginia who recently returned from abroad where he visited the leading apple markets. In discussing the situation with the Virginia State Division of Markets, Richmond, he said that apples bearing the "Valley of Virginia" trade-mark and stamped "State Inspected" commanded a distinctly better price in Liverpool markets than apples lacking these characteristics.

All sales in Liverpool are made by sample and buyers have found that the Federal-State inspected apples can be relied upon to be of uniform quality and condition and that the samples can be depended upon to be indicative of the quality and condition of the entire shipment. Liverpool buyers stated that this is not true of non-inspected shipments, as in many instances the quality of the fruit goes through a very wide range, and purchases by samples of such shipments always are subject to a discount on account of the element of uncertainty. In case of sales for future delivery, where there is subsequent decline in the market, it is not unusual for the purchaser to decline to accept delivery, alleging as his reason a failure of the shipment to measure up to the quality of the sample.

Federal-State inspections were made in Virginia last year, in accordance with an agreement between the State Division of Markets and the Federal Bureau of Agricultural Economics, and plans are under way to handle an increased number of inspections during the coming shipping season.

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STUDIES SHIPPING QUALITIES OF CALIFORNIA PLUMS

The degree of maturity at which plums should be picked to insure safe transcontinental shipment is being studied by the California State Department of Agriculture, Sacramento. H. C. Henny of that Department, recently accompanied a test shipment of plums to New York City to determine their carrying qualities. The plums had been picked at different stages of maturity in order that a thorough test could be made.

On his return to California, Mr. Henny stopped in Washington to confer with specialists of the Federal Bureau of Agricultural Economics, regarding standardization and inspection problems in his State.

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KANSAS COLLEGE TO ERECT A RADIO BROADCASTING STATION

Radio is to play an important part in the extension program of the Kansas State Agricultural College, Manhattan, next year. Appropriations were recently made to erect a new broadcasting station on the campus of the college. The new station will be completed in time for use early next fall. Plans are being made to broadcast special courses covering the fields of agriculture, general science, engineering and home economics for the benefit of the farmer and his family.

CALIFORNIA FRUIT AND VEGETABLE CONTAINERS MUST BE LABELED

The California State Department of Agriculture, Sacramento, has recently called attention to the fact that the State law requires that all containers in which fruits and vegetables are packed for sale are required to bear labels, showing the quantity of the net contents of the container and that such marks or labels shall be plainly and conspicuously indicated on the outside or top of the container. This is a provision of the net container act and it is stated that a number of sealers of weights and measures of the State Department of Agriculture are constantly finding containers on the market which do not comply with the provisions of the law. C. F. Hayden, who is in charge of this division, has sent out instructions to all the sealers of weights and measures that they endeavor to acquaint all persons who handle fresh fruits and vegetables with the requirements of the act. The law provides that produce of persons who persistently violate the law will be confiscated and that they themselves will be prosecuted.

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U. S. WOOL GRADES USED EXTENSIVELY

It is estimated that approximately 25 per cent of the wool clip this year will be graded on the basis of the United States official grades for wool. The grades are now being used by prominent wool dealers in Chicago, St. Louis, Philadelphia and Boston and by the Southwestern Farm Bureau Wool and Mohair Association, the Virginia Wool Growers' Association, the Pacific Wool Growers' Association, members of the National Association of Wool Manufacturers, the National Wool Warehouse and other licensed warehouses.

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WOOL GRADING SCHOOL TO BE HELD IN OHIO THIS MONTH

The two-day school for instruction in the use of the U. S. official wool grades will be held at the Ohio State University, Columbus, July 21 and 22. George T. Willingmyre, Specialist in Wool Marketing and Standardization, Federal Bureau of Agricultural Economics, will conduct the school. The four livestock specialists at the University, four State extension leaders and the Director of Extension are planning to attend the school.

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MARKETING WORK IN TEXAS EXPLAINED IN PAMPHLET

"Some of the Things We Do" is the title of a brief mimeographed bulletin issued recently by the Texas Markets and Warehouse Department, Austin, outlining its activities in the marketing of Texas farm, ranch and orchard commodities. The pamphlet was prepared by Charles E. Baughman, Commissioner of the Department.

U. S. GRADES FOR TABLE GRAPES TO BE USED IN CALIFORNIA

The U. S. tentative grades for table grapes have been adopted by a number of grape growers of California and will be strictly enforced by the San Joaquin Valley horticultural commissioners. It is thought that this means of enforcement will assist in creating and holding the confidence of buyers of California grapes. In the past, the dumping of inferior grades of fruit on the markets by a few growers has reflected on the reputation of California grapes. The commissioners agreed that wherever the grower labels his fruit with any of the U. S. grades that that grade must be lived up to or the grower will be prosecuted for misrepresenting his product. While the U. S. grade is a voluntary regulation adopted by the growers it is susceptible of enforcement by the commissioners.

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TO PUBLISH SERIES OF ARTICLES ON COOPERATIVE MARKETING

A series of articles on the various economic and legal phases of cooperative marketing of farm products will appear from time to time in the Missouri Marketing Bulletin, the semi-monthly publication of the Missouri State Marketing Bureau, Jefferson City. The presentation, in this manner, of information on the underlying economic and legal phases of cooperative marketing through both non-stock and capital stock corporations is designed to assist farmers in becoming better acquainted with the fundamentals of the marketing side of their business. The June 28 issue of the Bulletin contains the text of the "Non-profit, Non-stock Cooperative Marketing Act," which was passed by the State Legislature in April, 1923.

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FEDERAL MARKET NEWS STATIONS TO BE OPERATED SOON

Temporary market news stations for the issuing of market reports will probably be opened by the Federal Bureau of Agricultural Economics at the following points on the dates indicated: Fresno, Calif., grapes, July 15 to November 29; Caldwell, Idaho, potatoes, July 21 to September 6; Kennett, Mo., watermelons, July 29 to August 20; and Grand Junction, Colo., potatoes, August 1 to October 31, peaches, August 18 to September 20, and apples, September 15 to October 31.

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NORTH CAROLINA HAS AN INSPECTION SERVICE ON HAY

An agreement providing for a joint hay inspection service in North Carolina has just been signed by the State Division of Markets at Raleigh, and the Federal Bureau of Agricultural Economics. The inspection service became available to shippers July 1.

CANADA REQUIRES IMPORTED FRUIT TO BE GRADED AND PROPERLY MARKED

The Department of Agriculture for the Dominion of Canada has recently called the attention of importers and dealers handling imported fruit to the marking of containers required under the imported fruit regulations passed on June 30, 1923, under Section 5 of the Fruit Act. The regulations provide that all imported fruit, except wild and citrus fruits, must be marked in letters of prescribed size with the words "imported by" followed by the full name and address of the importer and in the case of closed packages, with the name of the variety of the fruit and with a grade mark as provided under Sections 3 and 4 of the Fruit Act. Any marks which are different from or inconsistent with the Canadian grade marks must be obliterated. The removal of inconsistent marks and the branding as required above must be done as the packages are being unloaded from the "railway car or steamship or other conveyance in which they have been brought into Canada."

The Canadian Department of Agriculture further states that dealers will be held liable for handling fruit which is not graded and marked in accordance with the provisions of the Fruit Act.

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FLORIDA CITRUS FRUITS TO BE INSPECTED AT SHIPPING POINTS

All shipments made by the Florida Citrus Exchange this fall and winter will be submitted to State-Federal inspection, according to recent advice from the Florida State Marketing Bureau, Jacksonville. The Exchange is reported as controlling about 60 per cent of the tonnage of the State, or approximately 30,000 carloads of citrus fruits. This deal in Florida probably will open between September 15 and October 1.

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MISSOURI FURNISHES BLANKS FOR COPYING RADIO MARKET REPORTS

As an aid to Missouri farmers and others who are interested in receiving radio market reports, the Missouri State Marketing Bureau, Jefferson City, is furnishing free mimeographed blanks on which to copy market reports broadcast daily from the State Marketing Bureau's radio station, WOS. These blanks are especially desirable for copying and posting the livestock and grain markets.

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POULTRY AND EGG MARKETING SURVEY CONDUCTED IN GEORGIA

A survey of poultry and egg marketing methods in Georgia is being made by the Georgia State College of Agriculture, Athens. D. L. James of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, is now in Georgia assisting in conducting the survey.

SOUTH CAROLINA MARKETING CHIEF NOT TO BE APPOINTED AT PRESENT

The place of chief marketing agent for South Carolina, made vacant July 1 by the resignation of F. L. Harkey, will not be filled just now by the Clemson Agricultural College. C. A. Owens, an assistant to Mr. Harkey, has been transferred to Spartanburg, the headquarters of the Division of Markets, and will temporarily carry on the work of the Division. Mr. Harkey is now engaged in the insurance business in Charlotte, N. C.

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NEW DIRECTOR OF AGRICULTURE APPOINTED IN STATE OF WASHINGTON

F. H. Gloyd has been appointed State Director of Agriculture in Washington, succeeding E. L. French, who recently resigned. Much of the marketing work in the State is carried on under the direction of the Director of Agriculture.

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GRAIN MARKETING TAUGHT AT KANSAS AGRICULTURAL COLLEGE

A course in the economics of grain marketing is offered by the Department of Agricultural Economics of the Kansas State Agricultural College, Manhattan. This is largely a problem course following an introductory course in the principles of marketing farm products.

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MOVIES TO TELL STORY OF NEW JERSEY STRAWBERRY CROP

A motion picture film showing how the New Jersey strawberry crop is produced and harvested is being made by a commercial firm with the cooperation of the New Jersey State Department of Agriculture, Trenton.

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FEDERAL REGULATIONS FOR BROOMCORN WAREHOUSES PUBLISHED

Regulations for broomcorn warehouses, operating under the U. S. Warehouse Act are contained in Service and Regulatory Announcement No. 84, just published by the Federal Bureau of Agricultural Economics.

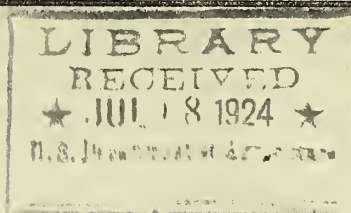
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COURSE IN COOPERATIVE MARKETING TO BE GIVEN AT CORNELL UNIVERSITY

The New York Legislature, during its recent session, appropriated \$45,000 for the purpose of establishing a course in cooperative marketing at Cornell University.

STATE AND FEDERAL MARKETING ACTIVITIES

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July 16, 1924.

Vol. 4, No. 29.

MICHIGAN REQUESTS APPROPRIATION FOR SHIPPING POINT INSPECTIONS

The Michigan State Bureau of Foods and Standards, Lansing, has asked the State administrative board for an appropriation of \$60,000 with which to carry on a joint State-Federal shipping point inspection service on apples, peaches, grapes, pears and potatoes. W. P. Hartman, Director of the Bureau of Foods and Standards, states that the inspection service is requested by both growers and shippers. Among the organizations making written application for the service are the Michigan Potato Growers' Exchange, Michigan State Horticultural Society, Michigan Fruit Growers, Inc., and the Wolverine Fruit and Vegetable Exchange. Mr. Hartman estimates that 4,000 cars or more of fruits and vegetables would be shipped under joint State-Federal inspection this year.

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RAILROADS MAKE SPECIAL REPORT TO NEW YORK BUREAU OF MARKETS

The New York State Bureau of Markets, Albany, is now receiving from the railroads entering Albany, daily reports of the number of cars of various perishable farm products arriving on that market. This material is consolidated and the totals thus obtained made available to persons desiring such information. This new service has been generally used by local wholesale receivers and has had a material effect in stabilizing local market conditions and preventing prices out of line with supplies on hand. These records will also be used later in connection with the study of local marketing conditions which the State Bureau is now making.

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STANDARDIZATION OF COTTON LINTERS UNDERTAKEN

The standardization of cotton linters is being undertaken by the Federal Bureau of Agricultural Economics, at the request of the Interstate Cottonseed Crushers Association and the War Department. Uniformity in the quality of linters of certain types is especially desirable for certain war purposes, and the Federal Bureau is cooperating with the War Department with a view to incorporating the qualities desired in the grades to be established, and also for the purpose of devising methods of processing linters.

MARKETING AND AGRICULTURAL BUSINESS COURSES PLANNED FOR CORNELL

Since so little has been done in the determination of scientific principles involved in marketing processes, a very considerable part of the \$45,000 appropriation made by the New York Legislature for the establishment of courses in marketing and agricultural business at Cornell University, Ithaca, will be spent in research work, according to recent advice from Dr. G. F. Warren of the Department of Agricultural Economics and Farm Management. It is probable that much of this work will be carried on in cooperation with the Federal Bureau of Agricultural Economics. Studies will be made in the various processes of the marketing of milk, potatoes, apples, cabbages, and other important farm products.

Students who plan to farm will, as in the past, take the regular four-year course in agriculture and will include such of the marketing and business courses as meet their needs. Students who are preparing to enter into marketing or other agricultural business work will take the more important courses in the regular four-year course in agriculture and will spend about a year and a half taking courses in marketing and business. It is believed that the desirable preparation for persons who go into the marketing work will include farm experience and a study of agricultural sciences such as feeding, heredity, soils, and the like, and special business courses.

A student who plans to engage in the marketing of milk will naturally include the more important dairy courses dealing with the handling of milk and will take courses in marketing milk as well as some of the business courses. Students who wish to go into rural banking will, in addition to courses in feeding and breeding of animals, soils, etc., include courses in money and banking, marketing, farm management, accounting, etc., while a student who wishes to engage in the handling of farm machinery will take the courses in the farm mechanics as well as general courses in agriculture and agricultural business.

Extension work in marketing will be given and home-reading courses will be provided as rapidly as possible.

Some of the courses to be offered during the coming year are: Accounting, with special emphasis on the use of accounts for improvement of specific businesses, using the Case Method of teaching so far as possible; Prices; Statistics; Marketing of milk, potatoes, apples, etc.; Business Management; Cooperation; and the like.

The teaching force will include: W. I. Myers, Professor of Farm Finance, who will have general charge of the work; Professor H. A. Ross, formerly connected with the University of Illinois; Professor Leland Spencer, who has been studying the marketing of milk; Professor M. P. Rasmussen, who has previously studied the marketing of potatoes; Professor F. A. Pearson, formerly connected with the University of Illinois and more recently with the Federal Bureau of Agricultural Economics; Professor M. Lyle Holmes, who is at the present time doing research work with the Harvard Graduate School of Business Administration. J. F. Booth, formerly director of markets in the Province of Saskatchewan, as well as a number of other instructors, will also be included in the work.

PRESENT DEPRESSION IN THE WOOL MARKET DISCUSSED IN SPECIAL REPORT

Some of the factors contributing to the present depression in the wool market are analyzed in a special report entitled "The Price of Wool and the Demand for Woollen Clothing," just issued by the Federal Bureau of Agricultural Economics. The Bureau is of the opinion that the present low price of raw wool can not continue in the face of reduced wool supplies, unless a radical change takes place in the consumption of woollen clothing by the American public. American wool growers are receiving 20 cents a pound less for their wool now than a year ago, despite low world stocks, decreased imports during the past ten months, and a decrease in the number of sheep in the principal wool-producing countries of the world.

Curtailed buying of woollen goods and clothing because of high prices, backward seasons, high rents, changes in style of women's wear, and increased use of silk and cotton goods has been advanced by the trade as the reason why prices of raw wool are under those of a year ago, despite the American import tariff on wool.

All branches of the textile and clothing trade regard clothing prices as too high but each feels that economies can best be effected by the others, the report points out. Retailers feel that any reductions must take place in the manufacturers' selling price. The clothing manufacturer contends that the present wage scale makes it impossible to effect economies in production costs. Some of the clothing manufacturers and wholesale dealers feel that more efficient organization in the retail trade would bring about lower clothing prices.

Copies of this report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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LIVESTOCK MARKET REPORTS BROADCAST IN SOUTH DAKOTA

The Sioux City livestock receipts and prices are being broadcast daily from station KFDY located at the South Dakota State College of Agriculture and Mechanic Arts, Brookings. Inquiries have indicated that the State is reached by reports of the South St. Paul and Omaha markets and the service of reporting the Sioux City market has been undertaken tentatively with the purpose of providing livestock growers with reports from all of the markets to which they are tributary.

Reports are received by wire from Sioux City and broadcast at 1:30 p.m. each day. This new service was started July 7.

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TEXAS PROMULGATES STATE GRADES FOR PECANS

Grades for pecans have been issued by the Texas State Department of Agriculture, Austin, as the official standards for the State. The grades will become effective September 1, 1924.

KNOWLEDGE OF WOOL GRADING SAVES MICHIGAN GROWER SEVENTY-FIVE DOLLARS

One wool grower who took the training in wool grading given recently by the Extension Service of the Michigan Agricultural College, East Lansing, writes that the instruction he received saved him about \$75 in selling his wool clip this spring. A grader representing an Eastern buyer placed 23 of this man's 25 fleeces in the fine clothing grade instead of the fine strictly combing class. The Michigan wool grower recognized the injustice of this classification and had the wool classified by another grader. The second grader placed all but one fleece in the fine strictly combing class, thus saving the wool grower the sum mentioned.

In regard to the instruction received at the College, under the direction of G. T. Willingmyre, Specialist in Wool Marketing and Standardization, Federal Bureau of Agricultural Economics, the wool grower writes:

"I consider the matter of placing this knowledge of wool among the growers of vast importance, not only in selling, but in grading up his flock, and studying the market quotations."

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TEXAS MARKET NEWS SERVICE SHOWS DEVELOPMENT DURING PAST YEAR

Through the cooperation of the press, a splendid timely service on markets was rendered the past year in Texas, according to the annual report of the Texas Radio Market News Service for the year ending June 30. A total of 470 telegraph market releases was carried on press wires out of Austin in the year, the market stories aggregating 77,500 words. Besides the telegraph reports, 227 mail releases were prepared for the newspapers of the State and for farm journals, and 150,000 detailed market sheets were sent to growers, shippers and handlers of Texas perishable products during the watermelon, turkey, spinach, cabbage, beet and carrot seasons. The service has shown a decided growth in popularity in the past year, according to J. Austin Hunter, of the Texas Department of Markets and Warehouses, who has charge of the market news work for the State.

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CONNECTICUT FARMERS' WEEK PROGRAM INCLUDES MARKETING SUBJECTS

Lectures on several marketing subjects are included in the program arranged for Farmers' Week at the Connecticut Agricultural College, Storrs, July 28 - August 1. Since the poultry and egg industry is becoming of increasing importance in Connecticut, lectures will be given on various phases of the marketing of eggs. A demonstration of egg grading standards is also being arranged. The demonstration will be based on the United States tentative standards and grades for eggs.

Vegetable marketing problems will also be discussed. "Can the Dairyman at a Distance Afford to Raise Dairy Cattle for the Dairyman Living Nearer to Market" is the subject of another one of the lectures arranged to assist Connecticut farmers in their marketing problems.

A. R. MANN OF NEW YORK TO MAKE TWO-YEAR STUDY IN EUROPE

A. R. Mann, Dean of the New York State College of Agriculture, Cornell University, Ithaca, has been granted a two-year leave of absence which he will spend in Europe as chief of the mission which has been organized by the International Education Board to promote agricultural science and education through an international exchange. The International Education Board is beginning what is expected ultimately to become a world-wide service to sound agricultural development through the international exchange of knowledge and experience. This will be accomplished by selecting qualified individuals to study and investigate in countries abroad and to gather information which can be brought back to their own countries and put to practical use in the promotion of agriculture.

Much will be done along the lines of cooperation and credit work, which the Europeans are credited with having brought to a high point of effectiveness. In releasing Dean Mann for the new work, the trustees of the University declared their belief that his work abroad would prove of great value to agricultural education in Europe and also to the agricultural institutions of the United States.

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W. A. MUNSON TO HEAD WORK OF NEW ENGLAND RESEARCH COUNCIL

W. A. Munson, Director of the Massachusetts Division of Markets, Boston, has been elected Chairman of the New England Research Council, which has its headquarters in Boston. Mr. Munson succeeds Dr. K. L. Butterfield, President of the Massachusetts Agricultural College, who leaves soon to take up his new duties as President of the Michigan Agricultural College at East Lansing, Mich.

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FEDERAL HAY GRADING SCHOOL PLANNED FOR AUGUST

Another school for training Federal hay inspectors will be held by the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, probably during the month of August. This school will deal particularly with the grading of timothy and clover hays and their mixtures. The Hay, Feed and Seed Division will be glad to assist in making arrangements for the attendance of anyone who is interested in this subject.

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EGG SHOW TO BE FEATURED AT MISSOURI STATE FAIR

An egg show will be a feature of the Missouri State Fair at Sedalia, Mo., August 16-23, and will be managed by the Missouri State Marketing Bureau. Suggestions regarding the method of selecting and shipping exhibit eggs have been prepared by the Marketing Bureau and are printed in the July 12 issue of the Missouri Marketing Bulletin.

ATTRACTIVENESS OF ROADSIDE MARKETS, BIG FACTOR IN SALES

An owner of a roadside market found that because he built the type of stand recommended by the Extension Service of the Connecticut Agricultural College, Storrs, his sales have been very much higher than his neighbor's who built a type of stand which was less attractive. The same kind of goods was sold at both stands and the prices asked were alike. The proprietor of the successful stand gives the College credit as he says he can account for his greater sales only because of the attractiveness of the stand. He is so pleased with the "College-type" of stand that he is recommending it to neighbors who are interested in establishing roadside markets.

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CIRCULAR TELLS HOW TO HANDLE AND LOAD GRAPES FOR MARKET

"Handling and Loading Grapes," the subject of Extension Circular No. 171, just published by the Extension Service of the University of Arkansas, Fayetteville, tells how to prepare grapes for market. Pictures and charts are used to illustrate approved methods of picking, grading, packing and loading the fruit. The grades for grapes adopted by the Michigan State Department of Agriculture as the official standards for that State, are quoted in full. Types of containers best suited for packing grapes are also discussed.

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SET OF U. S. WOOL STANDARDS TO BE SENT TO JAPAN

A set of the practical forms of the U. S. official wool standards will be sent to the Imperial College of Agriculture, Tottori, Japan, to be used in teaching students how American wool is graded. The set will be used also in making comparisons with the wool produced at the College Experiment Farm of the Imperial College of Agriculture, and in acquainting Japanese wool buyers and traders with the standards promulgated by the United States Department of Agriculture.

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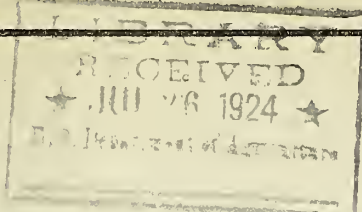
PROTEIN TESTS MADE IN CONNECTION WITH KANSAS WHEAT MARKETING STUDY

A summary of 14,066 protein tests of wheat, covering 103 counties, and extending over the seven crop years, 1917-18 to 1923-24 inclusive, constitutes a part of the wheat marketing work recently completed by the Department of Agricultural Economics of the Kansas Agricultural College, Manhattan. These data were secured from large mill laboratories within the State.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 23, 1924.



Vol. 4, No. 30.

NEW JERSEY BABY CHICK HATCHERIES TO HAVE STATE GUARANTEE

New Jersey's baby chick hatcheries are preparing to adopt a State guarantee of the pedigree and health of their feathered products, under recently adopted regulations of the State Department of Agriculture, Trenton. Certification by the State of a half-million hens that supply the eggs for the mammoth incubators is to be a feature of the project. Only hens that meet a certain standard of type and have a record of egg production can be qualified for certification as mothers of commercial incubator chicks. Health of hens also will figure in the tests to be made of the egg-producing flocks. As about one quarter of the hatching eggs used in the New Jersey baby chick industry is produced in Bucks County, Pa., arrangements are being made by the Pennsylvania State Department of Agriculture to afford an opportunity for certification on equal lines in that State.

To advertise and sell certified chicks, hatcheries must use eggs only from duly certified flocks. The regulations are not compulsory, but dealers are generally anxious to have the State guarantee behind their products. It is expected that the new regulations will be in force about September 1. Direction of the inspecting and certifying of flocks will be in charge of Paul B. Bennetch, Grade Specialist with the State Bureau of Markets. Bacteriological work in the inspection of health of flocks will be handled by the Poultry Department of the State Experiment Station at New Brunswick.

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WISCONSIN CERTIFIED SEED POTATOES TO BE INSPECTED AT SHIPPING POINT

Wisconsin certified seed potatoes must be inspected at shipping point this season, according to new regulations adopted by the Advisory Seed Potato Inspection Board. Certificates of inspection will be issued by the Wisconsin Department of Markets, Madison, based on the grade requirements of the Badger State Brand.

It is estimated that 500 growers, with a total production of 500,000 bushels of seed stock, will apply for certification this season. Standard varieties of potatoes only will be certified and offered to the trade. Growers are also planning to market their certified seed stock through a State-wide cooperative sales agency. The Wisconsin Cooperative Certified Seed Potato Association, with headquarters at Rhinelander, was organized this spring and is now prepared to handle the 1924 crop. Over 80 per cent of the certified seed growers signed the association's contract for pooling their crop.

MARKETING OF FARM PRODUCTS STUDIED IN NORTH CAROLINA

Several studies in the marketing of farm products are included in the program of economic research which the Department of Agricultural Economics of the North Carolina State College of Agriculture and Engineering, Raleigh, has outlined for the year. Dr. G. W. Forster, Professor of Agricultural Economics, advises that the following marketing studies are included in the program,

1. General Problems. Several general problems about which information is needed in order that the marketing of farm products may be improved, such as: (a) Price trends and analysis of time series for each important crop in the State, (b) Seasonal index of crop movement, (c) Demand curves for each crop - the probable price for any given supply, and (d) Relation of business conditions to the seasonal and yearly movements of prices.

2. Marketing of Farm Products. Studies in the marketing of each important crop or product, such as tobacco, cotton, peanuts, etc. These studies would involve the following: (a) Method of marketing - direct, regular, or integrated, (b) Marketing costs under each system or method, (c) Marketing margins, (d) Methods of improving the marketing of products.

3. The Financing of Marketing Farm Products. A study of the methods of financing farm products and suggestions for improvements.

4. Marketing and Handling Cotton and Tobacco by Cooperative Associations. A detailed study of one method of marketing farm products. A study of this nature would involve assembling, shipping, grading, packing, storing or warehousing, selling, and the general marketing organization.

5. Warehousing of Agricultural Products. A study of present methods of warehousing of agricultural products, management, and economic importance of storage.

6. Grading and Standardization of Farm Products. A critical examination of the grades of various farm products and the economic importance of grading to the farmer and consumer.

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FEDERAL EGG GRADING SERVICE IN DEMAND

Nearly 5,000 cases of eggs were inspected at New York City last month under the new market inspection service of the Federal Bureau of Agricultural Economics. Inspections were mainly for users of eggs, one chain restaurant system alone having 2,638 cases inspected by the Federal officials. Other inspections were for Government hospitals, Navy supply ships, the United States Steamship Lines and other Steamship lines.

Widespread demand is being made for extension of the inspection service to other cities and it is hoped to meet this demand as rapidly as funds will permit. Inspection service is being established at Chicago this month, to be followed later in the year with similar service at Philadelphia, Boston and San Francisco.

The eggs are inspected in accordance with the specifications in the contracts between buyers and sellers. Increasing use is also being made of the U. S. tentative standards and grades for eggs.

FARMERS TO HELP MANAGE NEW MUNICIPAL MARKET

Farmers are to have an active part in the management of the new municipal market which will be opened at Camden, N. J., August 1. A commission of three growers, one from each of the nearby agricultural counties, is provided and will act in an advisory capacity to the Camden city officials in charge of the market. The New Jersey State Bureau of Markets, Trenton, assisted in effecting the market organization, which is reported to be along the most modern lines to meet the needs of Jersey growers.

One section of the market is laid out for wholesale commission houses, and another for a wholesale farmers' market. There will also be a farmers' retail curb market. Buildings and stalls were erected by the city and will be leased to farmers and merchants, the income from which will pay for the management and maintenance of the market. Private interests have expressed a willingness to erect a large cold storage building adjacent to the market.

Transportation facilities for farmers and commission houses are reported to be the most convenient to be found in any New Jersey municipal market. Railroad tracks will be run into the market, delivering carloads of products at the back door of any stand, while trucks will load and unload on the wide avenues running through the market.

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SHIPPING REPORTS SHOW EGGS ARE PACKED POORLY

The great need for more care in the packing and shipping of eggs is being called to the attention of Pennsylvania egg shippers. Recent inspections made by the State Bureau of Markets, Harrisburg, showed that one egg out of every eight shipped by certain Pennsylvania shippers failed to reach its destination in marketable condition. Records covering 22 shipments by six different men from a southern Pennsylvania county indicated losses of marketable eggs amounting to 45.5 per case, or 12.6 per cent. The highest loss per case amounted to 26 per cent, or three eggs per dozen. The lowest loss was 2.5 per cent, or about normal.

The use of new fillers and flats of heavy strong material, substantial cases, new, if possible, and the proper placing of six excelsior pads in each case are the recommendations of the State Bureau of Markets to reduce the damage in shipments to normal figures. Oversized eggs should be separated and shipped in cases in which provision has been made to carry them without damage.

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KANSAS' STANDARD CONTAINER ACT BECAME EFFECTIVE JULY 1

The act establishing the size of climax baskets, prescribing that small fruit shall be sold by dry measure, and adopting the dimensions of a standard apple box, which was passed by the Kansas State Legislature in 1923, went into effect July 1 of this year. The enforcement of the Act comes under the jurisdiction of the Kansas State Horticultural Society.

POSTERS USED IN GRAIN CLEANING AND GRADING CAMPAIGN

"Clean Your Wheat on the Farm" is the slogan adopted by the United States Department of Agriculture in the grain cleaning and grading campaign being carried on in the spring wheat States. Posters, 28 x 10 inches in size, bearing this slogan and pertinent facts regarding the value of marketing only clean wheat, have been prepared by the Department and are being distributed throughout the wheat district.

In 1923 farmers of four spring wheat States hauled to market approximately 11,600,000 bushels of dockage mixed with their wheat, specialists of the Bureau of Agricultural Economics have determined. It is estimated that because of this amount of dockage contained in the wheat, farmers lost millions of bushels in reduced yields. In addition, it cost the farmers \$675,000 to thresh the dockage, and \$800,000 to haul it to market. The weed seeds also lowered the grade of wheat. This dockage, if removed from the wheat, would have fed (with addition of roughage) 3,500,000 lambs, adding weight worth about \$8,700,000.

A new bulletin, "Cleaning Wheat on the Farm," just published by the United States Department of Agriculture, explains the way to stop these losses. By cleaning the wheat on the farm, preferably at the thresher with a portable disc cleaner, the farmer can remove the dockage for feed, increase the market value of his grain, provide clean wheat for sowing, and save unnecessary freight charges.

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FRUIT GRADING AND PACKING TAUGHT AT MISSOURI AGRICULTURAL COLLEGE

A course in grading and packing fruit is available to students of the Missouri Agricultural College, Columbia. A packing laboratory has been equipped where students are instructed in grading, packing and judging fruits and vegetables. Two mechanical sizers, grading and packing tables, box forms, box and barrel presses and other materials necessary for packing in barrels, baskets and boxes are provided in the laboratory.

A combination packing and cold storage house has been built recently on the college fruit farm. Here students are taught the principles of construction of packing and storage houses.

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RAPID TRANSPORTATION SERVICE PROVIDED MISSOURI POTATO SHIPPERS

The Missouri State Marketing Bureau, Jefferson City, has been successful in assisting the potato growers of the Orrick Valley to secure a 24-hour delivery service to Chicago over the Wabash and Santa Fe railroads whereas in previous years potatoes from that district reached Chicago on the third morning's market. A reduction in the minimum weight per car from 30,000 pounds to 24,000 pounds was also secured. Other early potato shipping States have already secured the 24,000 minimum and Missouri is therefore just removing the discrimination that has existed for several years.

FRUIT CROP CONDITIONS DISCUSSED AT WASHINGTON MEETING

Fruit crop conditions and the marketing of the 1924 fruit crop were discussed by representative fruit growers, marketing officials of the Middle Atlantic States, freight and traffic agents of various railroads, and representatives of the Federal Bureau of Agricultural Economics, at a conference held in Washington, D. C., July 18. The meeting was called by the Middle Atlantic Division of the National Association of State Marketing Officials and was presided over by Porter R. Taylor, Director of the Pennsylvania Bureau of Markets.

Fruit conditions in each of the States - Maryland, Virginia, West Virginia, New Jersey, Delaware and Pennsylvania - were outlined. Representatives of the railroads presented facts concerning car supplies and train service.

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COOPERATIVE EGG MARKETING PROGRESSING IN MISSOURI

The Missouri State Marketing Bureau, Jefferson City, reports that the Mark Twain Poultry Producers' Association, a non-profit, non-stock organization under the cooperative laws of Missouri, is now signing up its producers' contracts in the Hannibal district of Missouri. State Marketing Bureau field men will commence an egg grading and quality program with the association later in the summer for the purpose of thoroughly acquainting the members with the importance of supplying their marketing agency with quality eggs. The association expects to commence shipping eggs to market sometime in the fall.

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MARYLAND NOW HAS A SHIPPING POINT INSPECTION SERVICE

Shipping point inspections are now available to Maryland fruit and vegetable growers and shippers. An agreement entered into by the Extension Service of the University of Maryland, the State Board of Agriculture and the Federal Bureau of Agricultural Economics, made this new service effective July 1. It is expected that the inspection of early apples will start sometime next week. Peach inspections will probably not be in demand before the first of August.

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MICHIGAN ADOPTS FEDERAL GRADES FOR PEARS

Michigan pears will be packed and shipped under the Federal grades this season, as a result of the promulgation of these standards as the legal grades for that State, by the Commissioner of Agriculture, Lansing. The new grades which became effective July 14, were promulgated at the request of pear growers in southwestern Michigan, who want the same protection against the careless packer as now enjoyed by apple, peach and grape growers.

CIVIL SERVICE EXAMINATIONS ANNOUNCED

The United States Civil Service Commission has announced the following examinations for vacancies in the Federal Bureau of Agricultural Economics.

Specialist in Cotton Classing - \$3,800-\$5,000; and Associate Specialist in Cotton Classing - \$3,000-\$3,600. Receipt of applications for this examination will be closed July 29, 1924. The duties of appointees will be to assist in the classification of any cotton which may be submitted to the Secretary of Agriculture for classification, or in the preparation and final inspection of practical forms of the Universal Standards or other official cotton standards prepared in accordance with the provisions of the United States Cotton Futures Act and the United States Cotton Standards Act, or in the investigation and quotation of prices of cotton, or otherwise in the enforcement of the provisions of these acts and their amendments. Applicants will be rated on education, experience and fitness, and on a thesis or discussion filed with the application.

Senior Economist (Farm Management) - \$5,200. Applications for this examination will be rated as received until September 30, 1924. The duties of this position will be to outline and direct investigational and research work in connection with the study of economic problems relating to farm management and operation and the correlation of this work with that being carried on by various State agencies. Applicants will be rated on education, experience and fitness, and on a thesis or discussion submitted with the application.

Agricultural Economist - \$3,800; and Associate Agricultural Economist - \$3,000. Applications for this examination will be rated as received until September 30, 1924. The duties of the appointee to the position of Agricultural Economist will be to direct and conduct economic research in various phases of the production, handling and marketing of farm products; to serve in an advisory capacity in this and related activities. The duties of the Associate Agricultural Economist will be to direct minor agricultural economic investigations and research, and assist in major investigations and research in various phases of the production, handling and marketing of farm products. Applicants will be rated on education, experience and fitness, and on a thesis or discussion.

Detailed information regarding these examinations may be obtained from the U. S. Civil Service Commission, Washington, D. C.

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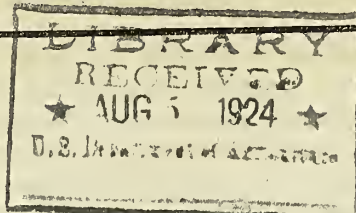
PROGRAM ARRANGED FOR FLORIDA FARMERS' AND FRUIT GROWERS' WEEK

Grading and packing vegetables for market, and factors that will be helpful in the growing and marketing of strawberries, will be among the subjects discussed during Farmers' and Fruit Growers' Week at Gainesville, Fla., August 11-16. The program which includes many interesting addresses and demonstrations relating to the production and marketing of truck crops, pecans and small fruits, has been arranged by the Extension Service of the University of Florida.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 30, 1924.



Vol. 4, No. 31.

AMERICAN EGYPTIAN COTTON STANDARDS TO BE REVISED

Standards for American Egyptian cotton in use prior to August 1, 1923, will on August 1, 1925, replace the standards now in use, according to an announcement made yesterday by the Secretary of Agriculture. The change in the standards was made in response to requests received originally from producers of American Egyptian cotton in Arizona, and later by shippers and spinners which were confirmed by a vote of more than two-thirds of the holders of the present standards. Since the Cotton Standards act, under which cotton standards are promulgated, requires that before any change in the standards can become effective it must be given public notice of not less than one year, the present standards, which became effective August 1, 1923, must remain legally in force until August 1, 1925.

No changes in the standards for Upland cotton will be made this summer. Minor revisions, however, of the white standards for Upland cotton in the grades Good Middling, Strict Middling, Middling, and Strict Low Middling, which were made at the time of the adoption of Universal Standards last summer and which were described in orders of the Secretary of Agriculture on July 30, 1923, will take effect August 1, 1924.

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HAY INSPECTION SERVICE TO BE OPENED IN MAINE AND MASSACHUSETTS

A vigorous campaign for better hay will be carried on in Maine in connection with the State-Federal hay inspection service soon to be inaugurated there by the State Division of Markets, Augusta, and the Federal Bureau of Agricultural Economics. Arrangements for the campaign were considered at a conference recently called by C. M. White, Chief of the Maine Division of Markets, and attended by a number of representative men from both the agricultural and business interests of the State. K. B. Seeds, of the Federal Hay Inspection Service, was also present.

While in the East, Mr. Seeds stopped at Boston to make arrangements for reestablishing the hay inspection service there in the near future in cooperation with the City of Boston. The service was discontinued some time ago owing to the protracted illness of Inspector P. R. Dunn. Mr. Dunn has now fully recovered his health and after attending the hay grading school which the Federal Bureau of Agricultural Economics will conduct in Washington next month, to familiarize himself with the changes made in the Federal grades last spring, he will again be licensed as a Federal Hay Inspector.

KENTUCKY COLLEGE OF AGRICULTURE TO AID TOBACCO GROWERS

Plans are being made by the College of Agriculture, University of Kentucky, Lexington, to assist farmers in the curing and classing of tobacco by keeping accurate records of the crops on a number of farms. Little information is now available on this subject. The work will be under the direction of E. C. Vaughn of the Section of Markets. The records will include a complete history of the crop, showing the variety of seed and where purchased, whether the bed was steamed or burned, the type of soil on which the crop was grown, whether set by hand or machine, when topped, amount of wilting before placed in barn, and the method of housing.

Since all these factors affect the quality of the crop this information is necessary in order to determine the methods of procedure in curing and classing. The records of the curing will consist of accurate records of the temperature and kind of barn. The classing will depend largely upon the curing.

Records will be kept in both the dark and Burley sections, and it is hoped to reach a large number of farmers in the work.

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MICHIGAN GRAPES TO BE INSPECTED AT SHIPPING POINT

Shipping point inspection will only be given on grapes in Michigan this year, W. P. Hartman, Director of the State Bureau of Foods and Standards, Lansing, announced last week, following the State Administration Board's action on his request for \$60,000 for inspection work. The State Board allowed but half the amount requested by Mr. Hartman. Fifteen inspectors will probably be placed in the grape belt next fall to handle the inspection work.

A cooperative agreement with the Federal Bureau of Agricultural Economics is under consideration and the work will in all probability be done jointly by Federal and State Departments. The State grape grades will be used and an investigator of the Bureau of Agricultural Economics will study the grading situation for the purpose of formulating Federal grades covering this product.

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AN APPEAL SENT TO NORTH CAROLINA CANTALOUPE GROWERS AND SHIPPERS

A special appeal to cantaloupe growers to market only first-quality fruit, was recently sent out by the North Carolina Division of Markets, Raleigh, to all the cantaloupe interests in that State. The practice followed by some growers of trying to get on the market first, regardless of the quality or matureness of their stock, is forcibly condemned by the State marketing officials. Only by shipping first-quality cantaloupes from the very beginning of the season, can growers hope to build for the future, the circular letter states.

PENNSYLVANIA APPLE GROWERS URGED TO ADOPT BETTER MARKETING METHODS

Figures compiled by the Pennsylvania Bureau of Markets, Harrisburg, show that apple growers and shippers of that State are not supplying their home markets as efficiently as could be done. Statistics show that New York and Washington lead all other States in supplying the larger Pennsylvania markets with apples in carload lots. Records obtained for three years by the Bureau show that these two States supply about two-thirds of the carlot apples.

Over 2,300 cars of apples were shipped into Pennsylvania from western boxed apple States last year. This necessitated a freight expenditure of over \$1,000,000. With New York furnishing 34 per cent of the carlot receipts in the 15 largest markets, the western States 31 per cent, and Pennsylvania only 11 per cent, the State Bureau of Markets is pointing out to producers and shippers that they must center their efforts along the marketing line in order to get back into their own home markets. The first factor to be considered, the Bureau advises, is better grading and packing methods.

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EXECUTIVE COMMITTEE MEETING OF STATE MARKETING OFFICIALS HELD

Tentative plans for the forthcoming annual meeting of the National Association of State Marketing Officials were discussed at the meeting of the Executive Committee of the Association, held in Washington, D. C., July 18. An announcement regarding the exact dates of the meeting and the subjects which will be under discussion will be announced at a later date.

O. B. Jesness, Chief of the Section of Markets, University of Kentucky, Lexington, was appointed chairman of the Committee on Cooperation in the place of B. F. Brown of North Carolina, who requested that he be relieved because of pressure of other work.

P. R. Taylor, President of the association, and F. B. Bomberger of the University of Maryland, reported that they had met with the organization committee of the International Institute of Cooperation on several occasions. Representatives of the National Association of State Marketing Officials will be sent to the meeting of the Institute, to be held in Cleveland, Ohio, August 11.

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MEMBERS OF TRADE TAKE COURSE IN U. S. WOOL GRADES

Interest in the application of the United States wool grades prompted a Boston wool dealer and a Connecticut wool manufacturer to take the two-day course in wool grading which was given July 21 and 22, at the Ohio State University, Columbus, under the direction of the Extension Service. G. T. Willingmyre, Specialist in Wool Marketing and Standardization, Federal Bureau of Agricultural Economics, conducted the school. The school was also attended by the four livestock specialists at the University, and the four State extension leaders.

COLORED CHART PREPARED FOR USE IN RICE GRADING WORK

A colored chart illustrating the maximum limits of red rice permitted in the United States grades for rough rice has been prepared by the United States Department of Agriculture. Use of this chart will enable rice graders, buyers and sellers to determine accurately at a glance the quantity of red rice in a sample.

Red rice is the principal grading factor that determines the market value of southern grown rough rice. Red rice grains have a red bran coat and can be easily distinguished from the cultivated rices which have a brown coat. The exact percentage of the admixture of red rice can be determined only by separating the red rice grains from a sample of known weight of the rice and then carefully weighing the red rice grains on a delicate balance and calculating the percentage in the mixture.

Rice inspectors and buyers in grading rough rice generally find it impracticable to separate the red rice grains by hand and then make the necessary weighings and calculations. The percentage of red rice in the mixture is therefore determined by estimating the amount in a "rubbed" sample. Since there has been no definite guide to go by, different graders frequently arrive at different conclusions as to the quantity of red rice in any given lot of rice, and even when the graders agree in their estimates of the percentage of red rice they may all have estimated too high or too low. The chart is intended as a guide in making accurate estimates.

Copies of the chart may be obtained upon request to the Federal Bureau of Agricultural Economics, Washington, D. C.

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NEW RETAIL PACKAGE FOR APPLES WANTED IN MICHIGAN

A better retail package for use in the sale of apples is the object of a contest to be conducted in connection with the apple show and annual meeting of the Michigan State Horticultural Society to be held at Grand Rapids, Mich., early in December. Cash prizes are being offered for the best packages submitted. The public is to be the judge.

The aim of the contest will be to find some type or types of packages which will tend to increase retail sales of apples and thus stimulate consumption of the fruit. A feeling exists that the bushel and barrel have outgrown their usefulness, the State Horticultural Society advises, and that a more suitable package is needed, possibly one that a consumer can carry home from the cash and carry stores or which may be mailed to a friend in a distant city.

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U. S. GRADES FOR NORTHERN-GROWN ONIONS REVISED

U. S. grades for Northern-grown onions have been revised. Copies of the revised grade specifications may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

TOMATO INSPECTIONS OF VALUE TO MISSISSIPPI SHIPPERS

A peculiar feature of the tomato shipping point inspection service in Mississippi this season was the use of "street inspections" at the various shipping points where most of the inspections were requested. Street inspections, however, have been in use in the Mississippi tomato section in past years. Booths were set at convenient places in the town, past which all loads were brought for preliminary inspection and slips given the drivers indicating whether the tomatoes were to be loaded into a "first-class car" or a "second-class car." The object of this was to avoid congestion of trucks at the car doors. At Crystal Springs, 12 street inspectors were employed during the peak of the shipping. This street inspection aided materially in preventing trouble for the licensed inspectors stationed at the cars. Helpers also were employed to open and close packages for both the street and car inspectors.

A total of 1,661 cars of tomatoes were inspected in Mississippi up through the month of June. The inspection service was conducted jointly by the State Department of Agriculture, Jackson, and the Federal Bureau of Agricultural Economics. It is estimated by shippers that the inspectors prevented the shipment of 150 cars of immature tomatoes and stock that would not have ripened for 10 or 14 days after shipment. Experience for the previous two years was that the markets had been glutted at the outset with cars of Mississippi tomatoes which were either so immature as never to ripen properly or so green that they must lie in the terminal yards for a week before being suitable for marketing, with a slump in prices at the outset. A common remark in Mississippi this season was that the Government inspectors had saved the market.

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SPECIAL MARKETING PROGRAM FOR TEXAS FARMERS

Economic principles underlying successful marketing will be presented in connection with the Farmers' Short Course at the Agricultural and Mechanical College of Texas, College Station, July 28 to August 2. For the past two or three years it has been the custom to hold a conference during the short course of shippers and carriers primarily to discuss plans for preventing injuries to products in transit. The Extension Service, however, is taking the position that marketing is a part of production and therefore arranged a special marketing program for this year's Short Course. Such subjects will be discussed as: Relation of Research to Marketing; What is Back of Marketing; Use of Statistics; Relation of A. and M. College to Marketing Organizations; Field, Storage and Transit Diseases Affecting Marketing; Middlemen, Who They Are and How They Operate; Necessity of a Merchantable Product; Shipping Point and Terminal Inspection; Principles Underlying Cooperative Marketing; The Pros and Cons of Dealing in Futures; Handling Livestock in Transit; How to Use Government Market Reports; Market Feeding as a Price Stabilizer; Cotton, Prevention of Country Damage; Cooperative Marketing of Cotton; and The Interest of the Press in the Study of Marketing.

EXAMINATION ANNOUNCED FOR ASSOCIATE LIVESTOCK MARKETING SPECIALIST

The United States Civil Service Commission has announced an examination for Associate Marketing Specialist (Livestock) for vacancies in the Federal Bureau of Agricultural Economics. Entrance salary for this position will be \$3,000 a year. Applications will be rated as received until September 30, 1924. The duties of the associate marketing specialist in livestock will be to conduct investigations of the handling, marketing and distribution of livestock, meats and other animal products in different sections of the United States and at centralized markets; to make a careful study of the facilities available for handling and transporting these products; to secure market information relative to their supply, movement, and prices; to assist in the development of the market news service for these products; to secure information for use in the determination of market grades and standards for those products; and to assist in the betterment and improvement of marketing conditions affecting the handling of these products.

Competitors will not be required to report for examination at any place, but will be rated on education and experience, and on a thesis or discussion filed with the application. Detailed information regarding this examination may be obtained from the U. S. Civil Service Commission, Washington, D. C.

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MARKET NEWS STATIONS TO BE OPENED IN COLORADO AND MICHIGAN

The issuing of market reports on cantaloupes will start about August 18 from the temporary field station which the Federal Bureau of Agricultural Economics will open at Rocky Ford, Colo. This station will probably be operated through the middle of September.

A market reporting station will be operated at Benton Harbor, Mich., again this year by the Federal Bureau of Agricultural Economics with the cooperation of the Michigan State Department of Agriculture. It is planned to issue the following reports: grapes and apples, August 28 - October 18; peaches, September 8 - September 27; potatoes and onions, September 22 - October 18.

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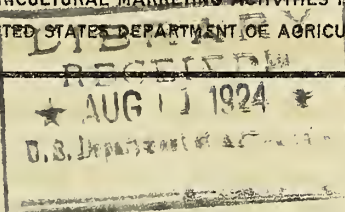
CITRUS-FRUIT MARKETING AGENCY STUDIED

"Operating Methods and Expense of Cooperative Citrus-Fruit Marketing Agencies" is the title of Department Bulletin No. 1261 issued this month by the United States Department of Agriculture. This is the second of two bulletins describing the operation of a successful fruit marketing agency. The first bulletin, Department Bulletin No. 1237, "Organization and Development of a Cooperative Citrus-Fruit Marketing Agency," was distributed a few weeks ago. Both bulletins were prepared by A. W. McKay and W. MacKenzie Stevens of the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 6, 1924.



Vol. 4, No. 32.

HAY STANDARDIZATION WORK MAKING RAPID STRIDES

A hay laboratory is being equipped at Kansas City, Mo., by the Federal Bureau of Agricultural Economics to handle the hay standardization work at that point. Large office space has been secured at 1513 Genesee Street, which the Hay, Feed and Seed Division will use in its market news work on grain, hay, feed, seed, as well as for standardization work on hay and broomcorn. The market news work will be in charge of G. F. Kellogg, while George Postmus, now in the Washington standardization laboratory, will handle the hay work. G. B. Alguire will continue to supervise the broomcorn work.

A laboratory has also been established for hay standardization work at Auburn, Ala., in cooperation with the Alabama Extension Service, where particular attention will be devoted to the standardization of Johnson grass hay. Another laboratory will be installed shortly at the University of Minnesota, St. Paul, in cooperation with the Experiment Station and the Minnesota Railroad and Warehouse Commission for work on prairie hay. Co-operative agreements have also been made with the Experiment Stations at the Kansas Agricultural College, Manhattan; the New York State College of Agriculture, Ithaca; the Texas A. & M. College, College Station; the Oklahoma A. & M. College, Stillwater; and the Oregon Agricultural College, Corvallis, whereby representatives of these stations will send samples of hay from their respective States to the Department laboratories. Studies of production and marketing methods in these States will also be made and the results used in drafting tentative grades and in promoting the use of the grades after they are established.

The Kansas and Oklahoma stations will pay particular attention to alfalfa and prairie hay, Texas to prairie and Johnson grass hays, and New York and Oregon to alfalfa hay. The Arizona Industrial Congress is also cooperating with the Department in making studies of the hay situation in that State.

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FEDERAL LEASED WIRE SERVICE CURTAILED IN PENNSYLVANIA

The Federal leased-wire service to Harrisburg and Lancaster, Pa., was discontinued July 31. The Pennsylvania State Bureau of Markets, Harrisburg, has arranged to obtain necessary market reports from Philadelphia by telephone.

SHIPPING POINT INSPECTION SERVICE NOW UNDER WAY IN WISCONSIN

Cherry inspections are now being made in Wisconsin, under the supervision of the State Department of Markets, Madison. This year's crop will amount to about 1,000 carloads. Only about 100 to 150 cars are shipped as fresh fruit however, the balance being sent to the canning factories.

The cherries that are intended for shipment are first put into a precooling plant which gradually reduces the temperature of the fruit to the temperature of the iced refrigerator cars in which shipment is to be made. By this method the cherries are made to carry better. As the cherries are hauled in by the growers each wagon load is inspected by an inspector of the State Department of Markets to see whether the stock will pass the State grades. The fruit is again inspected while being loaded into the cars and if it meets the grade requirements, certificates of inspection are issued. By this careful packing, precooling and supervised grading and inspection the cherry growers of the State have been able to sell their fruit from 25 to 50 cents per case more than competitors in neighboring States.

Other products for which an inspection service will be offered this year are potatoes, cabbage, apples and onions. In addition, shipping point inspection will be available on hay for the first time. This service is expected to prove popular with the growers and shippers who have had many difficulties in shipping hay in the past.

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MODERN BUSINESS METHODS USED IN CITY MARKET

Aiming to make the new municipal market at Newark, N. J., a more convenient center for trading by housewives, Corbert McCarthy, the newly appointed director of markets, has arranged for improved transportation service for customers. A miniature railway will convey passengers from the belt line trolley stations to the big market center, at one cent a ride, and many stores and farmers in the market are offering the tram-car tickets free to patrons.

Correlation of deliveries into one economical system is another important factor under development. It is estimated this will afford more prompt delivery of purchases and at a great saving to dealers and patrons. Director McCarthy, a man of wide experience as a department store executive, is putting into effect in the new market organization ideas and methods that fit in with the most modern American business systems.

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ORGANIZATION FORMS PREPARED FOR COOPERATIVE CREAMERY ASSOCIATIONS

Articles of incorporation and by-laws for non-stock cooperative creamery associations have been prepared by the Agricultural Economics Section of the Iowa State College of Agriculture, Ames. A model form of membership agreement and certificate of indebtedness are included.

VALUE OF A NATIONAL PROGRAM OF EGG STANDARDIZATION

In the interests of egg standardization, a mimeographed circular setting forth a "National Program of Egg Standardization and Its Value to the Farmer" has been prepared by Roy C. Potts, in charge of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics. Copies of the circular are being distributed among extension workers at the various State agricultural colleges. In summarizing the possibilities and advantages of such a program, the following facts are brought out:

- (1) Egg standardization is a very important subject to the egg industry.
- (2) National standardization of eggs is preferable to regional, State or local standardization.
- (3) Standardization consists of the establishment of "quality standards" and "grade classes."
- (4) An egg standardization program at first must be largely educational and include all agencies in marketing channels from producer to consumer.
- (5) The Federal Government can be of great assistance to all educational agencies in "putting across" an egg standardization program and in establishing inspection services at shipping points and in terminal markets.
- (6) The State agricultural extension department and the county agents can do a most useful and valuable work in egg standardization in educating producers, country buyers and others to apply and use National Standards and Grades for eggs.
- (7) Egg candling and grading schools for the benefit of employes in country egg-packing plants would be most valuable.
- (8) Egg standardization implies marketing eggs on a quality or graded basis with the higher qualities or grades bringing higher prices.
- (9) Standardization of eggs would eliminate risks and reduce costs in marketing eggs.
- (10) Standardization would increase egg consumption and permit further profitable expansion of the egg industry.

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TRI-STATE TEACHERS TO STUDY FARM MARKETING

Growth of the demand for agricultural courses in public schools is indicated by the calling of a conference of vocational teachers of this subject in the high schools of New York, Connecticut and New Jersey, at which modern methods of marketing farm crops will be given special consideration. The conference will be held on Long Island and will be attended by agricultural representatives of the States interested. Professor H. O. Sampson of the New Jersey State Agricultural College will be in charge of the New Jersey program. A. L. Clark, Chief of the New Jersey Bureau of Markets, P. B. Ben-netch, dairy specialist and B. W. Sherburne, Crop Reporter, will represent the New Jersey Department of Agriculture.

VALUE OF SHIPPING POINT INSPECTION TO MISSOURI GROWERS AND SHIPPERS

The July 26 issue of the Missouri Marketing Bulletin, the semi-monthly publication of the State Marketing Bureau, Jefferson City, features on its first page a speech entitled "Shipping Point Inspection Service on Missouri Fruits and Vegetables, recently delivered by Daniel C. Rogers, Associate Marketing Commissioner, before the Missouri State Horticultural Society at Joplin. A copy of a Federal-State inspection certificate used in Missouri is reproduced on the front page of the Bulletin. Ten points on the value of inspection certificates are given. A prophesy is also made that nothing within the past 15 years has been offered or will be offered within the next 10 years to the fruit and vegetable industry of Missouri that will have proved itself as helpful in placing the production of such crops upon an efficient, profitable, business-like, and permanent basis as inspection service rendered at Missouri shipping points. It is further stated that shipping point inspection service will no doubt be extended in due time to Missouri eggs, grain, hay, wool and other important products of the farm in addition to fruits and vegetables.

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CITY MARKETING DIRECTOR APPOINTED AT TRENTON, NEW JERSEY

In line with the policy of the New Jersey State Bureau of Markets for the development of city marketing to meet the needs of the producer as well as the consumer, Russell A. Palen has been appointed as Marketing Director for the City of Trenton. The State Bureau of Markets is contributing a small proportion of Mr. Palen's salary, and in accordance with an agreement entered into by the City of Trenton and the State Department of Agriculture the general policy of Mr. Palen's work will be directed by the Bureau of Markets.

The duties of a Municipal Marketing Director, according to the State Bureau, should include the following: (1) The management of public markets; (2) The dissemination of market information to consumers, dealers and producers; (3) the correlation of demand and supply so as to effect efficient production in the nearby districts; and (4) The study of retail distribution methods and costs with the food merchants and the introduction of improved practices.

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MISSOURI BROOMCORN GROWERS WANT TO ORGANIZE

Broomcorn growers in one section of Missouri have requested the State Marketing Bureau, Jefferson City, to assist them in the organization of a broomcorn growers cooperative association. Through the Federal Bureau of Agricultural Economics, the Missouri Marketing Bureau has gathered information regarding broomcorn growers' associations in Texas, Oklahoma and other southwestern States. This is the first broomcorn growers' association ever proposed in Missouri.

MISSOURI EXPECTS INCREASED NUMBER OF POTATO INSPECTIONS THIS YEAR

Not less than 300 carloads of potatoes will be inspected at shipping points in the Orrick potato district of Missouri this year, according to an estimate made by D. C. Rogers of the Missouri State Marketing Bureau, Jefferson City. Two inspectors will remain in the district during the months of July and August for the purpose of instructing the growers how better to grade and load their potatoes, after which an inspection on each car will be made and a certificate issued stating the grade and quality and condition of the stock. Because of the value of shipping point inspection certificates, Mr. Rogers predicts that before long strawberry, apple, peach and watermelon growers will be requesting that the service be extended to them.

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UNIFORM ACCOUNTING SYSTEMS ADOPTED BY IOWA LIVESTOCK SHIPPERS

A uniform system of records was adopted by nine livestock shipping associations in Boone County, Iowa, as a result of a series of meetings held recently under the direction of the county agent and a specialist from the Marketing Department of the Iowa State College of Agriculture, Ames. The adoption of uniform records was agreed upon, not because the systems in use by the associations were not good, but because with each association using a different system it was difficult for the officers to get together and talk over their business and methods of accounting.

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FLORIDA CITRUS FRUIT TO BE INSPECTED AT SHIPPING POINT

The entire tonnage of the Florida Citrus Exchange during the coming season will be inspected at shipping point, according to arrangements just completed by the Florida State Marketing Bureau, Jacksonville, and the Federal Bureau of Agricultural Economics. The Exchange operates 128 packing houses, and it is estimated that a force of 90 men will be necessary to inspect the 20,000 to 30,000 cars to be shipped through the Exchange. This is the largest single order ever given to the inspection service by any one organization or group.

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NEW JERSEY FARMERS RECEIVE QUICK MARKET REPORTS

Shippers of farm produce at several stations in Cumberland County, N. J., now have up-to-the-hour information on market crop conditions, through the cooperation of several agencies interested in the crop movements. Reports on New York market conditions are posted each morning and cover those crops the county is then harvesting. The information is gleaned in New York City markets under the supervision of B. W. Sherburne, in charge of crop reporting for the State Bureau of Markets, Trenton.

NEW BULLETIN ON MARKETING NEW YORK LETTUCE

"Grading, Packing and Handling Head Lettuce in New York State" is the subject of a bulletin recently published by the New York State College of Agriculture, Ithaca. This bulletin, written by F. O. Underwood, is meant to help New York farmers to compete with the lettuce which comes from the far west, particularly during the season in which New York should have peculiar advantages, some of which are lost, together with good prices, because of a lack of high standards for the Empire State growers.

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BULLETIN TREATS OF DISEASES OF APPLES ON THE MARKET

"Diseases of Apples on the Market" is the subject of Department Bulletin No. 1253, just published by the United States Department of Agriculture. The bulletin is a joint contribution of the Bureau of Agricultural Economics and the Bureau of Plant Industry. Dr. D. H. Rose, Plant Pathologist, makes a statistical study of apple diseases, using as a base the certificates issued by the Food Products Inspection Service, during the period from November, 1917 to July, 1921.

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REPORT SHOWS CONSUMPTION OF DAIRY AND POULTRY PRODUCTS

Statistics showing the consumption of dairy and poultry products on farms for the year ended June 30, 1923, and the consumption of milk and cream in cities for the year ended December 31, 1923, have been compiled by the Federal Bureau of Agricultural Economics, and issued in a mimeographed report. Copies of the report may be obtained from the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, Washington, D. C.

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MARKETING ADDRESS GIVEN AT MICHIGAN FARMERS' DAY

An address on "Effective Marketing" by J. T. Horner, Professor of Economics, was a part of the Farmers' Day program, August 1, at the Michigan Agricultural College, East Lansing. Observation tours, arranged so farmers could study the latest development in agricultural research, occupied most of the day.

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CANTALOUPE INSPECTIONS NOW BEING MADE IN NEVADA

State-Federal inspections on cantaloupes are now being made at shipping points in the Moapa Valley of Nevada. The service is very popular among producers and shippers, according to recent advice from S. C. Dinsmore, State Food and Drug Commissioner, Reno.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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LONDON TO SAMPLE NORTH CAROLINA PEACHES

For the first time London is to have an opportunity to sample peaches grown in North Carolina orchards, according to word received from the North Carolina Division of Markets, Raleigh. Two carloads of peaches left the Sandhill District August 5 for New York, where they were transferred to the Steamer Olympic, bound for London. The fruit will reach that city in time to be offered for sale August 18.

One car was loaded with 960 packages, each containing 50 beautiful peaches of the Hale variety. The peaches were inspected at shipping point by the Federal-State inspectors and certificates issued showing that the fruit met the grade requirements of U. S. No. 1 Fancy. The other car contained 448 crates of Elberta peaches. Each peach that went into the crates was the best that the growers could select from their large harvest.

This is the first shipment of peaches from North Carolina to England. G. R. Ross, Chief of the North Carolina Division of Markets, states. He is of the opinion that the sale of these excellent peaches on the London market will bring much credit to the State. At the Hamlet Peach Show, the North Carolina Commissioner of Agriculture recently boasted that within five years the port of Wilmington would be carrying Sandhill peaches under refrigeration across the water.

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CANADA TO HAVE A SHIPPING POINT INSPECTION SERVICE

Canada is establishing a shipping point inspection service this year for the first time. Requests for such a service have been received by the Minister of Agriculture from fruit and vegetable shippers throughout Canada. As an experiment, shipping point inspections will be made in the Okanagan of British Columbia, on a basis of approximate cost. Plans have been formulated by which practically all shipments of fruit and vegetables from the territory mentioned may move this season under Government inspection at point of shipment. Applications already on file from shippers in the territory mentioned indicate the possibility of fully 80 per cent of the entire crop movement under inspection, accompanied by a Government certificate in respect to grade, condition, etc.

Inspections will be made wherever products are offered for shipment, but confined to the area stated and will include fields, orchards, packing houses, common or cold storage warehouses, pre-cooling plants, loading platforms, railway and express cars. Inspections will be made under the provisions of the Fruit act and the Root Vegetable act, violations of which will be dealt with in the same manner as heretofore.

ELABORATE MARKETING EXHIBIT TO BE SHOWN AT MISSOURI STATE FAIR.

Elaborate plans have been made for the marketing exhibit which the Missouri State Marketing Bureau, Jefferson City, will show at the State Fair at Sedalia, August 16-23. Missouri's Future Good Roads to Market will be one of the ideas that will be presented. The highways of Missouri over which farmers will in the future haul their farm products to market by automobile or other vehicle will be illustrated with an attractive electrically-lighted glass map of Missouri prepared by the State Highway Commission. Emphasis will be made by the Marketing Bureau of the value of a system of good roads over which the farmer can haul not only his perishables and livestock every day in the year, but also his heavier and bulkier products which now often can not be hauled to market at the time the price is best because of the impassable condition of the roads. The Marketing Bureau is authority for the statement that hundreds of thousands of dollars can be saved by Missouri farmers annually by means of good roads over which to take prompt advantage of rapidly fluctuating market prices.

In cooperation with the American Railway Express Company an exhibit on proper packing and loading of eggs for shipment will be displayed in connection with other egg improvement and marketing material prepared by the State Marketing Bureau. The Express Company, the Association of American Railroads of Chicago, and the Western Weighing and Inspection Bureaus are taking great interest in the egg improvement work of the State Bureau and will each send representatives to Sedalia to assist in the exhibit. Transportation officials report greatly reduced claims from breakage and other causes as a result of the State-wide campaign in efficient egg handling, packing and shipping conducted by the Marketing Bureau for the past three years.

Missouri's importance as a cream and butter producing State will also be emphasized through one of the exhibits. Missouri's gigantic annual cream can will be strikingly illustrated in the exhibit and in connection therewith the Marketing Bureau will point out the importance of improved quality of cream so that a high quality of butter can be made. Instructions will be given on how to improve the quality of the cream. The second phase of the dairy products exhibit will be a large pyramid of the beautiful, varicolored butter cartons furnished by Missouri's one hundred creameries, on the top of which will be stationed a true-type model purebred dairy cow. Missouri's advance from a low position in the butter manufacturing States to the rank of eighth place in 1923 will also be properly emphasized.

The wool exhibit prepared by the Federal Bureau of Agricultural Economics has been sent to Sedalia and will be used by the State Marketing Bureau in connection with its wool grading and standardization exhibit. George T. Willingmyre, Specialist in Wool Grading and Standardization, Bureau of Agricultural Exhibits, will attend the Missouri State Fair and assist in explaining the application of the U. S. Official Wool Grades.

Leaders of the Extension Service as well as the State Marketing Bureau are endeavoring to bring out a big attendance of sheep breeders and wool growers at the State Fair this year for the purpose of considering the advisability of organizing a State sheep and wool growers' association. The U. S. Official Wool Standards and the Federal exhibit will be given a thorough explanation before one of the meetings of sheep men.

TEXAS FARMERS SHOW INTEREST IN MARKETING PRINCIPLES

Much interest was manifested in the marketing conferences held during the Farmers' Short Course at the Agricultural and Mechanical College of Texas, College Station, this summer, not only on the part of farmers, but especially by county agents and agricultural claim agents of railroads. The attendance was around two hundred and fifty persons at the various meetings. Numerous requests were made that the marketing program be enlarged next year, and doubtlessly this will be done, according to advice received from Professor W. E. Lanham.

The first lecture given each morning was by Dr. F. A. Buechel, Head of the Department of Agricultural Administration. In each of these lectures he endeavored to give the fundamental economic background of marketing. His addresses were then followed by more detailed discussions by other speakers. Every speaker appearing on the program was a recommended authority in his particular line. In this manner, propaganda in the field of cooperative marketing was avoided, and only the economic fundamentals underlying marketing were stressed. This is the first time that marketing subjects have been treated in the same manner as production problems, at the Texas Farmers' Short Course.

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GRAIN CLEANING DEMONSTRATIONS FOR NORTH DAKOTA FARMERS

Demonstrations of cleaning grain at the time of threshing will be made by eight North Dakota threshing outfits this fall which will be equipped with the new portable disc cleaners, according to an announcement made by the North Dakota Agricultural College, Agricultural College, N. D. These demonstrations are being made in an effort to teach farmers of the large savings that can be had by removing dockage from the grain and utilizing the dockage as feed.

The 1924 model of the disc cleaner was developed through co-operation of a large manufacturing company and experts of the United States Department of Agriculture. North Dakota farmers are being urged to avail themselves of the opportunity to see these machines operate.

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CANADIAN FRUIT ACT DEFINES STANDARD PACKAGES

On and after October 1, 1924, the four-fifths quart and the two-fifths quart berry or currant boxes will be illegal packages in Canada. These will be replaced on that date by standard packages defined in the Fruit Act, and the latter only will be permitted to be used. The manufacture and use of 12-quart baskets for the bulk shipment of grapes in Canada is permitted only upon authorization of the Minister of Agriculture and under no circumstances can this package be used for commercial marketing of fruits in Canada.

What is known as a four-quart climax basket is not a legal fruit container in Canada, and its use therefore can not be permitted except for export shipments.

VIRGINIA'S STANDARDIZATION PROGRAM PROGRESSES

Considerable progress is being made in the adoption and use of standard grades in marketing fruits and vegetables in Virginia, such as apples, peaches, cabbage and potatoes, according to officials of the Virginia Division of Markets, Richmond. The standardization program is proving profitable to the consumer by enabling him to get full value for his dollar, and at the same time is bringing a greater net return to the producer. This is in line with the program for more efficient marketing of all farm products being promoted by the Division of Markets, having in mind the raising of the standard of Virginia's farm products, and creating a greater demand for them.

The adoption of standard grades for eggs is now commanding the attention of the State marketing officials. Since eggs are one of the most important items of diet, the State Division of Markets believes that it is vitally important that they should be sold according to generally accepted standard grades and under grade terms which will be intelligible to the producer, dealer and consumer and which will facilitate marketing.

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ARKANSAS PUBLISHES CIRCULAR ON GRADING, PACKING AND SHIPPING PRODUCE

Facts that grovers and shippers should know about grading, packing, and shipping fruits and vegetables are set forth in a mimeographed circular recently prepared by Edgar A. Hodson and Keith L. Holloway of the Extension Service of the University of Arkansas, Little Rock. General shipping information, and definitions of shipping terms are given.

Grades recommended by the Federal Bureau of Agricultural Economics are quoted for barreled apples, string beans, cabbage, cantaloupes, cucumbers, peaches, potatoes, strawberries, sweet potatoes, canning tomatoes, fresh tomatoes and watermelons. Michigan grades for grapes are also given.

Charts are included showing the average carlot movements of some of these products from the principal producing States. Blue prints are used to illustrate the methods to be used in packing and in loading produce in cars preparatory for shipment.

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COTTON PRODUCTION IN THE ARGENTINE TO BE STUDIED

Cotton production in Argentina, Paraguay and Brazil is to be studied by Leon M. Estabrook, Agricultural Commissioner of the Federal Bureau of Agricultural Economics. He will report also upon agricultural conditions, especially statistics of crops and animal production in Argentina, Uruguay and Brazil. Mr. Estabrook is now in Argentina where for the past eighteen months he has been reorganizing the statistical and crop reporting service of the Bureau of Rural Economics and Statistics of the Department of Agriculture of Argentina. He has brought this work to a conclusion and resumed his connection with the United States Department of Agriculture on August 1.

PROGRESS MADE IN RETURNING EXCESS WOOL PROFITS TO GROWERS

Wool growers have thus far received refunds aggregating \$444,574.93 from the excess profits collected by the United States Department of Agriculture from dealers who handled the 1918 wool clip under the Government regulations which fixed the price of wool and limited the profits that might be made. This work of collecting and distributing excess wool profits was transferred from the War Industries Board to the Department of Agriculture by Executive Order dated December 31, 1918.

Total excess profits of \$1,484,207.99 have been found to have been made on the 1918 season's wool operations. Of this amount \$748,829.22 has been collected, the balance of practically an equivalent amount being due from only 58 dealers. Many of these dealers are resisting payment, making suits in Federal courts necessary. Ninety per cent of the three-quarters of a million dollars awaiting collection is payable by 12 dealers. The efforts of the Department are directed particularly at this time toward expediting and assisting in the trials of pending cases. All cases thus far reached for argument, or for trial, have been decided in favor of the Government.

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RULING ON GRAPES SOLD IN LUG BOXES

Lug boxes containing grapes are required by the Federal Food and Drugs Act to be marked to show the quantity of grapes in the package, if they are shipped into interstate or foreign commerce, according to a recent announcement by the Bureau of Chemistry, United States Department of Agriculture. The ruling reads as follows:

"The Federal Food and Drugs Act classes as misbranded an article of food if it be in package form and the quantity of the contents be not plainly and conspicuously marked on the outside of the package. Information relative to marketing practices gained through investigations at points of production as well as of distribution and consumption justifies the conclusion that grapes in lug boxes, whether lidded or uncovered, are food in package form within the meaning of the act. The containers should therefore be labeled with a plain and conspicuous statement of the net contents in terms of the largest unit, either of avoirdupois weight or of dry measure, contained in the package."

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LECTURES ON GOVERNMENT CROP REPORTING SERVICE

A synopsis has been prepared of the lectures on the Government Crop Reporting Service, given at the New York State College of Agriculture last spring, by W. F. Callander, in charge of the Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics. Mimeographed copies of the synopsis may be obtained from the Division of Information, Bureau of Agricultural Economics, Washington, D. C.

WATERMELON MARKET REPORTS NOT TO BE ISSUED IN MISSOURI

Owing to the extreme shortage of the commercial watermelon crop in southeast Missouri this year, the Federal Bureau of Agricultural Economics will not maintain a market news service on melons in that district this season. This is the first year since the inauguration of the field market news service that watermelon reports have not been issued from a field office in southeast Missouri for the watermelon growers. The Bureau's St. Louis office, however, will mail daily watermelon reports to all persons in that section of the State interested in market news.

The State Marketing Bureau at Jefferson City reports that "cotton is king in southeast Missouri." In recent years the acreage normally devoted to watermelons has gradually been turned over to cotton. Southeast Missouri is almost boll weevil free due to the fact that it is somewhat to the north of the cotton belt, and the cotton acreage in that section has more than doubled in recent years. The cotton movement therefore has gradually pushed out the watermelon industry.

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STATE-FEDERAL INSPECTION FOR HAY IN MARYLAND

A State-Federal hay inspection service is available in Maryland under the terms of an agreement recently entered into by the Extension Service of the University of Maryland, the State Board of Agriculture and the Federal Bureau of Agricultural Economics. G. F. Eppley, Assistant Professor of Agronomy at the University of Maryland, who took the course of training for hay inspectors at the school held in Washington last March, has been licensed as a Federal hay inspector. He will be available for inspections at any point in the State. He expects to spend some time during the coming season showing producers of the State how to prepare their hay in a manner to secure best grades.

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NEBRASKA HAS A SHIPPING POINT INSPECTION SERVICE

A shipping point inspection service is available to Nebraska fruit and vegetable growers and shippers this year. An agreement for the conduct of this work was recently signed by the Nebraska State Department of Agriculture and the Federal Bureau of Agricultural Economics.

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MARKET REPORTS TO BE ISSUED TO WASHINGTON APPLE GROWERS AND SHIPPERS

Apple reports will be issued by the Federal Bureau of Agricultural Economics from a temporary market news station to be opened at Spokane, Wash., about September 1. The apple shipping season is expected to last through the middle of March.

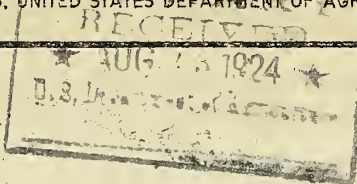
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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 20, 1924.

Vol. 4, No. 34.



OFFICIAL GRADES FOR FRUITS AND VEGETABLES TO BE PROMULGATED.

Washington, D. C.

Official standards for the inspection of fruits and vegetables can be promulgated by the Secretary of the United States Department of Agriculture under the food products inspection law, according to a recent ruling by the Solicitor of that Department. Heretofore, only recommended grades have been in effect under this law. The official grades, like the recommended grades, are not compulsory, but it is understood that they will have more of a legal standing than the recommended standards. This is borne out by the fact that the Attorney General of the State of New York has indicated that he will permit the use of the official United States standards for apples in lieu of the New York State grades.

4 K Official grades for the inspection of apples have been promulgated by the Secretary of Agriculture. The specifications for these grades are the same as for the recommended grades with the exception of a few changes in color requirements and an explanation of difference between grade and condition with reference to defects which develop after the fruit is packed. Under the provisions of an amendment to the New York apple grading law, the promulgation of official grades will permit their use in New York State in lieu of the State grades.

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CANADIAN GOVERNMENT INTERESTED IN FEDERAL HAY GRADES.

The Canadian Government, through the Feed Division of the Dominion Department of Agriculture, is showing much interest in the hay standardization work and inspection service conducted by the Federal Bureau of Agricultural Economics. Canada has had Dominion grades for hay for some years and some provision for inspection. This work has recently been transferred to their Feed Division and it is understood they expect to make considerable change in the present methods.

W. P. White, Chief of the Feed Division, of the Canadian Department of Agriculture, is in Washington this week attending the hay inspectors' school held at the hay standardization laboratory of the Federal Bureau of Agricultural Economics. Mr. White is taking the course in order to familiarize himself with the United States grades.

LARGE FORCE OF INSPECTORS NOW WORKING IN CALIFORNIA

The California inspection service is now employing 100 inspectors and is planning to increase this number to 120 during the peak of the grape season.

In order that the work may be carried on uniformly throughout the State, a training school has been established at Fresno under the direction of E. J. Powell and E. W. Peterson, Supervising Inspectors jointly employed by the State and the U. S. Department of Agriculture. In this school all new men will be carefully and thoroughly trained and later transferred to the other offices throughout the State.

It has been estimated locally that the California grape crop for this year will be approximately the same as in 1923. The California Inspection Service issued certificates on more than 26,000 cars, or one-half the entire output, of grapes last season.

To take care of the demand for inspection, aside from the permanent offices located at Sacramento, Los Angeles, Watsonville and San Francisco, offices will be established at the following 24 points until the conclusion of the grape deal: San Diego, Ontario, Bakersfield, Dinuba, Hanford, Delano, Fresno, Madera, Merced, Turlock, Modesto, Stockton, Lodi, Yuba City, Walnut Creek, Fairfield, Woodland, Salinas, Gilroy, San Jose, Santa Rosa, Healdsburg, Ukiah, and Napa.

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MICHIGAN TO ADOPT FEDERAL PEAR GRADES EXCEPT NO. 2.

Michigan pear grades are to be revised to conform with United States recommended standards, it was announced last week at Grand Rapids, Mich., at the close of a conference of growers and shippers with William P. Hartman, State Director of the Bureau of Foods and Standards and other officials of the State Department of Agriculture. The growers and shippers objected to Grade No. 2 being in the State standards because they claimed this grade was originally designed to serve the boxed pear interests of the West. Mr. Hartman acceded to their requests for the elimination of the No. 2 grade. The new standards will be the same as the federal - U. S. Fancy, U. S. No. 1 and U. S. No. 3. Tolerances will be the same as in the federal grades.

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GRAIN GRADING DEMONSTRATIONS HELD IN MISSOURI

Grain grading demonstrations are being held for the benefit of Missouri farmers by the State Marketing Bureau, Jefferson City. Four important points are brought out in the lectures and demonstrations: (1) How properly to make the test weight per bushel test on wheat, corn and oats; (2) Explanation of the U. S. Official Grain Standards; (3) Exhibit of the standard equipment for testing grain and samples of different types of wheat; and (4) Discussion of importance of selecting pure, certified seed for grain.

KANSAS CITY TO HAVE NEW MARKET BUILDING.

Plans are under way for a new wholesale market building at Kansas City with space for 100 or more wholesale dealers and 200 market gardeners selling at wholesale. It is understood the Kansas City Cold Storage and Warehouse is behind the proposed market. The site of the building is to be in the neighborhood of the present market district.

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WASHINGTON TO GRADE CANTALOUPE.

The Washington State Department of Agriculture has received word that W. L. Close, district horticultural inspector stationed at Yakima, has drawn up an official set of grading rules on cantaloupes, by which, it is stated, the 1924 crop of the Central Washington Cantaloupe Exchange will be sold.

The new grading specifications are as follows:

"No. 1 cantaloupes shall consist of one variety, uniform in size, which is firm, well matured and formed, well netted and free from damage caused by moisture, sunburn, disease, insects or mechanical or other means and tightly packed in standard containers.

"In order to allow for variation incident to proper grading and handling not more than 10 per cent, by count, of any limit may be below the requirements of this grade.

"Culls shall be cantaloupes with stems on, stems broken off or chunks broken off with stems, also soft spots at either the blossom or stem end; also all melons from wilted vines, also all slickers, overripe and soft melons.

"Cantaloupes that have healed cracks not more than one inch in length shall be admitted to this grade."

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STUDIES FOR ALFALFA GRADES BEING MADE.

Studies looking toward the establishment of Federal grades for alfalfa are being made by E. C. Parker of the Federal Bureau of Agricultural Economics, and Prof. L. A. Dalton, of the New York State College of Agriculture. Both of these investigators are on a ten-days' trip through central New York.

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MARKETING COURSES AT CORNELL UNIVERSITY ANNOUNCED

Printed announcements of the courses in Agricultural Business and Marketing to be offered at the New York State College of Agriculture at Cornell University, Ithaca, during the coming academic year, are now available. A rather detailed outline of the courses was given in State and Federal Marketing Activities for July 16.

MARKETING SIDE OF AGRICULTURE STRESSED AT TEACHERS' VOCATIONAL CONFERENCE.

The program of the Professional Improvement Conference for teachers of vocational agriculture in New York, Connecticut and New Jersey, held at Farmingdale, Long Island, is devoted primarily to discussions on marketing subjects. The conference opened August 15.

In order that teachers might get a comprehensive idea of the marketing side of agriculture, an extensive tour of some of the marketing centers in New York City occupied one afternoon, night and early morning. This included an inspection of the hay market and freight yards of the New York Central Railroad, a visit to the offices of the New York Dairymen's League, and a midnight visit to a milk station to observe the unloading of milk and operation of milk plants. An early morning walk through the wholesale marketing district was also included. A visit was made to some of the piers to observe the display of shipped-in produce. Several of the public markets were also inspected where produce is sold by farmers direct to the consumer as well as to the jobbers and retailers. The tour of the markets was under the direction of the New York State Department of Markets.

Following are the subjects of some of the addresses given during the conference:

Terminal Market Problems - W. P. Hedden, Port of New York Authority.

The Market as an Expression of Human Interests; Conditions of Successful Marketing; The Field of Cooperation; - Dr. T. N. Carver, Department of Economics, Harvard University.

Functional Analyses of Marketing - H. Deane Phillips, Director, New York Bureau of Markets.

How Practicing Farmers May Make Use of the Marketing Activities of the United States Department of Agriculture - W. A. Sherman, in charge of the Fruit and Vegetable Division, Bureau of Agricultural Economics.

The Cooperative Movement - Dr. E. G. Nourse, American Institute of Economics.

Cold Storage in the United States - Frank A. Horne, President, Merchants Refrigerating Company, New York City.

Activities of the New Jersey State Bureau of Markets - Alexis L. Clark, Chief of the Bureau.

Survey of a Specific Market with Implications for Local Farmers - Professor I. G. Davis, Connecticut Agricultural College.

Market Reporting - Dr. A. E. Albrecht, New York State Department of Farms and Markets.

The Financial Aspects of Marketing - Dr. Justin W. Moore, Irving National Columbia Trust Company, New York City.

Cooperative Marketing Moves Forward - A. R. Rule, Manager, Federated Fruit and Vegetable Growers, New York City.

Federal Grades and Inspection of Produce - W. C. Hackleman, New York City Office of the Federal Bureau of Agricultural Economics.

Grades of Fluid Milk - Paul Bennetch, Specialist, in Dairy Products Marketing, New Jersey Bureau of Markets.

Suggestions to teachers for using data on Prices, and Research in Marketing - Dr. C. E. Ladd, Director of New York Extension Service.

Grading and Marketing Eggs - J. M. Borders, Specialist in Poultry and Egg Marketing, Bureau of Agricultural Economics.

MISSOURI MARKETING BULLETIN GROWS IN POPULARITY

The Missouri State Marketing Bureau, Jefferson City, states that the special featuring of its various activities in the Marketing Bulletin which it publishes semi-monthly, has drawn the interest and commendation of persons, firms, associations and corporations from all over the United States. Following every featured subject in the Marketing Bulletin many requests for copies of the bulletin are received from out-of-State. Some of the activities of the Missouri Marketing Bureau which have been featured in the Marketing Bulletin recently are:

1. Improvement of Quality of Missouri Eggs and Marketing on a Graded Basis.
2. Improvement of Quality of Missouri Cream and Marketing on a Graded Basis.
3. Know Your Wool and Market It on a Graded Basis.
4. Practical Grain Grading at Missouri Country Points.
5. Proper Packing of Missouri Eggs for Shipping.
6. Legal and Economic Phases of Cooperative Marketing.
7. Suggestions on Marketing Missouri Livestock.
8. Shipping Point Inspection Service on Missouri Farm Products.
9. WOS Market News Service in connection with Leased Wire of Federal Bureau of Agricultural Economics.
10. Missouri County and State Egg Shows, fostered by the Missouri Marketing Bureau.
11. Cream Grading Schools, suggested and encouraged by the Missouri Marketing Bureau.
12. County and State Fair Marketing Exhibits.
13. Special graphs, tables and statistics furnished by the State-Federal Cooperative Crop Reporting Service.
14. Missouri's Future Good Roads to Market, with good roads map of Missouri showing what the highways will mean to the farmer when completed.
15. Station WOS, Missouri's Greatest Advertiser, through market news, and popular night programs on agricultural subjects, supplemented with musical concerts.

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DELAWARE STRESSES SIX LINES OF MARKETING ACTIVITY.

Six main lines of activity still command the greater part of the attention of the Delaware State Bureau of Markets, Dover. These are, standardization of grades, standardization of packages, market news service, shipping point inspection, transportation assistance, and organization assistance. In addition the Bureau is also doing some work along the following lines: advertising Delaware products, investigating marketing practices, reporting crop conditions, supplying credit ratings of dealers, advising consumers as to when to buy for home canning, giving marketing advice to producers and shippers, and investigating cost of marketing.

NEW WHEAT MARKETING BULLETIN PUBLISHED

"Handling Wheat from Field to Market" is the title of a new bulletin put out by the Southwestern Wheat Improvement Association, Kansas City, Mo., and which may be of interest to marketing students. The bulletin calls attention to the fact that of the wheat received at the Kansas City market from July 1, 1923, to April 30, 1924, the grades ran as follows: 4 per cent graded No. 1; 26 per cent, No. 2; 30 per cent, No. 3; and 40 per cent below No. 3.

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HISTORY OF CATTLE INDUSTRY IN U. S. TO BE STUDIED.

The cattle industry on the Great Plains is to be studied by E. E. Dale, of the University of Oklahoma, according to an agreement just entered into between the Federal Bureau of Agricultural Economics and the University of Oklahoma. It is understood that Mr. Dale will use data collected by himself on the history of the cattle industry in Oklahoma, other data available to him in Texas and Kansas, and data collected by the Federal Bureau. All of this material will be brought together, analyzed, interpreted and written into a report to be ready for publication about June 30, 1925.

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BULLETIN DEALING WITH HANDLING OF ROUGH RICE NOW AVAILABLE.

How to harvest and handle rough rice for high grades is told in simple form in Farmers' Bulletin No. 1420, just published by the U. S. Department of Agriculture. W. D. Smith, in charge of Rice Investigations of the Federal Bureau of Agricultural Economics, is the author.

Necessity for this bulletin became obvious with the promulgation and use of the United States grades for rough rice. Methods of cutting, shocking, cleaning, aerating, threshing and storing are treated and special emphasis is laid on the necessity of keeping fields, grain, apparatus and storage places free from weed seeds and other foreign material.

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MAINE POTATO AND WESTERN NEW YORK QUINCE DEALS REPORTED UPON.

The Maine Potato Deal for the season 1923-24 is summarized in a mimeographed report prepared by H. S. Stiles, of the Federal Bureau of Agricultural Economics. Mr. Stiles issued market reports on potatoes from the Presque Isle office of the Federal Bureau from September, 1923 to March, 1924.

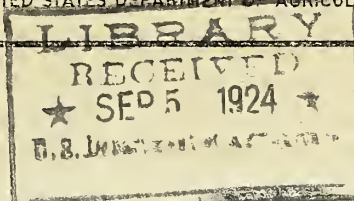
The Western New York Quince Deal, season 1923, is discussed in a two-page mimeographed circular issued by the Federal Bureau. C. L. Brown is the author.

Copies of these summaries may be had upon application to the Bureau of Agricultural Economics, Washington, D. C.

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August 27, 1924



Vol. 4, No. 35.

PHENOMENAL GROWTH OF FEDERAL INSPECTION SERVICE SHOWN.

Federal inspection of fruits and vegetables increased more than 50 per cent during the last fiscal year according to reports now being compiled by the Federal Bureau of Agricultural Economics. During the fiscal year 1924, Federal food products inspectors handled 127,354 cars of produce at shipping points and 29,283 cars at receiving points, compared with 72,466 cars at shipping points and 28,169 cars at receiving points during the fiscal year 1923.

Preliminary work done in Florida in 1923, in which 162 cars were inspected, was evidently very satisfactory because last year, 8,270 inspections were made in that State. In California last year, 46,424 cars were inspected compared with 17,788 for the previous year. This immense growth was due principally to inspections of approximately 23,000 cars of grapes last September and October.

Great strides in the work were also made in Georgia, Idaho, New York, Oregon, South Carolina, Utah, Virginia, Washington and Wisconsin. Work was undertaken for the first time last year in the States of Arkansas, Arizona, Alabama, Delaware, Illinois, Indiana, Kansas, Louisiana, Mississippi, Nebraska, Nevada, North Carolina, Pennsylvania, Texas and West Virginia. Texas made a record with 6,349 inspections for the first year.

Inspections were mainly for shippers and growers, and covered principally the following products: Potatoes, apples, grapes, lettuce, celery, cabbages, onions, tomatoes and cantaloupes.

Widespread demand is being made for extension of the service, says F. G. Robb, in charge of the Federal Inspection Service. It is hoped to meet the demand as rapidly as men can be trained and funds will permit. Mr. Robb states that the work for the current year promises to be heavier than ever before. This is due, he points out, to the large increase in inspections of peaches in the Southern States and to the contract recently entered into between the Federal Bureau of Agricultural Economics and the Florida Citrus Exchange for the inspection of all fruit to be shipped by that organization. This, it is estimated, will amount to between 40,000 and 50,000 cars.

Robert Bier, of the Federal Bureau, is now in Washington getting into final shape his report on the various shipping-point inspection deals he supervised in the South during the last nine months. He states that during the month of July alone, 6,500 cars of peaches were inspected at Georgia points. This deal necessitated the employment of 100 men and the use of 32 automobiles. Mr. Bier further states that in the Southeastern group of States, 1,600 cars were inspected during the 1923 season, while in 1924, a total of 21,000 cars was reached.

NEW JERSEY READY TO PUT GUARANTEE ON POULTRY.

Poultry flocks to carry the New Jersey State guarantee, as outlined in the July 23 issue of State and Federal Marketing Activities, must be inspected prior to January 1, 1925. State officials say present indications point to a large number of breeders of purebred fowls seeking entry into the approved lists.

The certification system, which will be put into operation under the direction of the State Bureau of Markets, will carry into poultrydom the standard grade system that already applies to the marketing of many farm crops. It is expected to stabilize the poultry industry and to safeguard the buyer.

In addition to certification of breed standards, the State plans to go a step farther and to guarantee breeding birds against bacillary white diarrhea. Certified flocks, which have passed two consecutive, annual, non-reacting tests for this hereditary malady, will be known as New Jersey accredited flocks. A nominal inspection fee per bird is charged by the State to meet the cost of the work.

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FLORIDA REPORTS BIG INCREASE IN SHIPMENTS.

During the eleven months of the shipping season, September 1, 1923 to July 30, 1924, inclusive, citrus fruits and vegetables grown in Florida were shipped across Florida's boundaries at the rate of one carload every four and a half minutes. In other words, 103,778 carloads of fruits and vegetables were shipped from Florida in that period.

According to a report just made by L. M. Rhodes, Commissioner of the Florida State Marketing Bureau, this shows an increase of 19,736 carloads over the 1922-23 season, or a gain of 23-1/2 per cent. The citrus loadings showed a gain of 13,247 cars or 4,768,920 boxes over last season's record. A total of 60,241 carloads, or 21,786,760 boxes of citrus fruits, were shipped during the past season. Nearly every other vegetable product of Florida showed a corresponding increase over the 1922-23 season, the report states.

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FEDERAL MARKET NEWS STATIONS TO BE OPENED.

Market news reports on apples will be issued from Spokane, Wash., by the Federal Bureau of Agricultural Economics, beginning about September 2. G. E. Prince will be in charge of the work.

The Rochester, N. Y., office of the Federal Bureau will be opened about September 2, in charge of A. E. Frugh. On that date, the issuance of reports on peaches and pears will be begun. About the middle of the month, daily mimeographed bulletins will be sent out on apples and potatoes, and later, about September 29, reports on cabbages and onions will be issued.

The Presque Isle, Me., station will start to issue reports on potatoes on September 10. H. E. Rutland will have charge of the work.

CALIFORNIA MAINTAINING RIGID INSPECTIONS.

California State fruit inspectors have been waging a vigorous war on growers and shippers who attempt to ship unfit, overripe and sunburnt cantaloupes to market. Many arrests have been made by horticultural inspectors when truck-load shipments to markets close to Turlock were held up on the highway and gone over. The rigid inspection holding sway in California this year is said to have greatly cut down the usual large number of poor consignments to markets.

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INCOME FROM AGRICULTURAL PRODUCTION STUDIED.

Farmers, on the average, during the last four years, received farm-hand wages and less than 1 per cent in the way of interest on their own invested capital, according to a study made by L. H. Bean, of the Federal Bureau of Agricultural Economics. The results of the study are summarized in the August Supplement of Crops and Markets, issued by the U. S. Department of Agriculture. Details of the investigation will be given in a mimeographed report now being prepared.

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RESULTS OF STUDIES ON CHILLING OF TOMATOES NOW AVAILABLE.

Among dealers and handlers of produce the opinion is rather generally held that tomatoes which are fully developed but still green in color when once cooled to low temperatures, even though not frozen, will not ripen normally when held in the ripening rooms. They consider that the chilling of tomatoes, that is cooling them to temperatures which, while low, are not at or below their freezing point, may result in the stock becoming soft, flabby, or wrinkled and shriveled and prevent their taking on the attractive red color. Inasmuch as definite information as to the effect on tomatoes of temperatures slightly higher than their freezing point is lacking, investigations were conducted by the United States Department of Agriculture.

The results of the investigations on the chilling of tomatoes are reported in Department Circular No. 315 just issued. From these studies it is concluded that within certain limits an exposure to low temperatures is not injurious to fully developed tomatoes provided they are not frozen. It has been shown that exposure to low temperatures just above the freezing point is not harmful to Globe tomatoes which were practically fully developed but still green in color or which were just beginning to change color, if this exposure is not extended beyond five days, and it has also been shown that tomatoes may be cooled below their freezing points for a short time without apparent injury if they do not freeze.

A copy of this circular may be had upon request, as long as the supply lasts, from the United States Department of Agriculture, Washington, D. C.

MICHIGAN GRAPES NOW BEING INSPECTED AT SHIPPING POINTS.

A branch office of the Michigan Department of Agriculture was opened at Benton Harbor, last week for the purpose of improving its fruit inspection service. An agreement entered into with the Federal Bureau of Agricultural Economics provides for voluntary shipping-point inspection on grapes. This federal service, however, will not take the place of the State inspection which is compulsory by law. The federal service is merely in addition to the State service so that shippers desiring to take advantage of the federal certificate can do so.

According to William P. Hartman, Director of the State Bureau of Foods and Standards, Michigan was the first State to adopt grape grades and in fact is the only State having grape grades compulsory.

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NEW GRAPE PACK PROPOSED BY CERTAIN CALIFORNIA SHIPPERS.

A proposed new pack of grapes to be put up strictly on a quality basis, much higher than the requirements of the California fancy pack, is the wish of the Lodi, Calif., District Chamber of Commerce. The matter will be taken up with W. F. Allewelt, Chief of the Bureau of Fruit and Vegetable Standardization, at Sacramento, and he will be asked to visit Lodi to discuss the matter of inspection and other questions that may come up over the new packing plan.

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CAMPAIGN BEING WAGED TO IMPROVE QUALITY OF AMERICAN RICE.

A vigorous campaign calculated to increase the demand for American rice by producing and marketing a product of uniformly high quality is being waged by the Federal Bureau of Agricultural Economics. Motion pictures, colored posters and special bulletins are being employed in the campaign.

The United States rice crop of 1923 was 33,256,000 pounds of rough rice, produced chiefly in Louisiana, Texas, Arkansas and California. The 1922 crop was the third largest since 1904, the first year statistics were available, whereas the 1923 crop was the smallest since 1915. About half of the crops of 1919-21 were exported, and while there have been some imports of rice, these have been increasingly smaller since 1917 when there was a short crop and heavy consumption.

Annual per capita consumption of rice in the United States is about 6.8 pounds, which is materially less than that of any of the other cereal grains produced here. To increase consumption it is seen that a high quality product must be produced and consumers made acquainted with the food value of the product. Considerable research work on production and marketing costs is also being done by the Federal Bureau in an effort to bring about increased efficiency along these lines.

RAILROAD BULLETIN PRESENTS INTERESTING DATA.

Although written from a railroad point of view, the following extract from a bulletin issued by the Freight Claim Division of the American Railway Association may prove of interest.

For the month of April there were inspected at eleven of the larger points in the West, by the Western Weighing and Inspection Bureau, 5,910 cars of fruits and vegetables, with following results:

| | | |
|--|----------|-------|
| Number of cars found damaged----- | 1,027--- | 17.4% |
| ***** | | |
| Damages due to decay, over-ripeness, etc.--- | 406--- | 39.5% |
| Damages due to field or orchard diseases--- | 188--- | 18.3% |
| Damages due to improper bracing----- | 119--- | 11.6% |
| Damages due to rough handling----- | 93--- | 9.1% |
| Damages due to field frost----- | 73--- | 7.1% |
| Damages due to pilferages (1/2 box or more)- | 45--- | 4.4% |
| Damages due to freezing in transit----- | 44--- | 4.4% |
| Damages due to poor containers----- | 34--- | 3.3% |

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WIDE INTEREST SHOWN IN FEDERAL HAY INSPECTORS' SCHOOL.

Prof. W. H. Darst, of the North Carolina State College of Agriculture, and Prof. E. W. Patterson Jr., of the Virginia Polytechnic Institute spent last week at the Federal Bureau of Agricultural Economics at Washington. They came particularly to attend the early part of the school for hay inspectors in order to familiarize themselves with the application of Federal grades for use in both the teaching and extension work of their colleges.

Thomas F. Culkeen, a large hay dealer of Boston, Mass., also spent a few days in the school in order to familiarize himself with the grades.

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MANY FARMERS ADOPT IMPROVED MARKETING PRACTICES.

More farmers adopted improved practices in marketing their products in 1923 than in any other single phase of farm activity in which better methods established by experience and experiment were demonstrated by co-operative agricultural extension workers. The number of farmers adopting improved marketing methods through the influence of extension work during the year, according to reports to the United States Department of Agriculture, was 939,290.

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MICHIGAN RIGIDLY ENFORCING STATE APPLE GRADING LAW.

The Michigan State apple grading law is being rigidly enforced by inspectors of the State Bureau of Foods and Standards. It is reported that farmers are being required to re-grade all loads of improperly packed fruit.

IOWA TO HAVE INTERESTING APPLE EXHIBIT AT STATE FAIR.

The Iowa State College of Agriculture and Mechanic Arts will help tell the "Story of the Apple" at the State fair this year. The story will be told in nine chapters illustrated by a series of booths. The titles of the booths will be: Nursery practices, planting orchard, soil management, pruning, spraying, grading and packing, orchard equipment, modern methods of making cider, roadside markets.

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REGULATIONS GOVERNING INSPECTION OF HAY PUBLISHED.

Regulations governing the inspection of hay are now published by the Federal Bureau of Agricultural Economics as Service and Regulatory Announcement No. 86. Copies may be had upon application.

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EXAMINATION FOR ASSOCIATE MARKETING SPECIALIST (RICE) ANNOUNCED.

The United States Civil Service Commission announces an open competitive examination for Associate Marketing Specialist (Rice), for service in the United States Department of Agriculture. Competitors will not be required to report for examination at any place, but will be rated on education and experience, and on writings (thesis, discussion or publications, to be filed with application.) Receipt of applications will close September 23, 1924. The entrance salary for this position will be \$3,000 a year.

The duties of the Associate Marketing Specialist (Rice) will be to conduct investigations and experiments on the farm, at the country rice elevators and warehouses, rice mills, and the rice classing laboratories where values are placed on various lots of rough (paddy) rice, brown rice, and milled rice and where these rices are inspected and sold; to obtain representative samples of the three kinds of rice and to analyze and inspect such samples, with a view to establishing United States grades for rough rice, brown rice, and milled rice; to design new and improved apparatus for more efficient inspection and grading of rice; to conduct investigations of the handling, marketing, and distribution of rice; to make careful study of the facilities available for handling and transporting each of the three kinds of rice; to secure information relative to the factors which influence or govern the supply, movement, and prices or values of rice; and to assist in the betterment and improvement of methods for the handling, testing, inspection, grading, and marketing of these products.

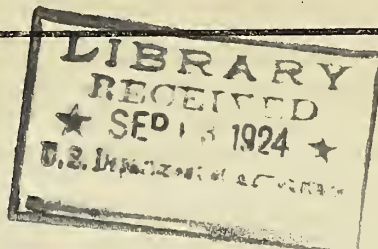
Except for the substitution of education for experience as provided in the announcement, applicants must show that they have been graduated from a college or university of recognized standing and that they have had at least four years of experience in one or more lines of specified activity; provided that one year of graduate study in economics and related subjects will be accepted in lieu of two years of the required experience, and provided that in any case applicants must have had at least two years of such experience.

Interested persons should apply at once to the Civil Service Commission, Washington, D. C. for announcement 294 and application form 2118.

MARKETING ACTIVITIES

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September 3, 1924.



Vol. 4, No. 36.

WISCONSIN CABBAGE SHIPPERS DISCUSS GRADES.

Shippers of Wisconsin cabbage met with representatives of the Wisconsin Department of Agriculture and the Federal Bureau of Agricultural Economics, at Kenosha, Wis., August 26, to take up the question of cabbage grades. Certain changes in the grades now sanctioned by the Federal Bureau were proposed and these met with the general approval of the officials present.

Medium cabbage, Holland type, according to present U. S. standards is construed to mean heads weighing from four to six pounds. It is proposed that Holland medium be defined as cabbage weighing from three to six pounds with a tolerance of 15 per cent as to size, but not over a total of 10 per cent allowable either over or under.

On domestic type cabbage, the present requirement is the same as on Holland, that is, medium cabbage shall run from four to six pounds. It is proposed here that the weight range be two to five pounds with a 15 per cent tolerance but not over a total of 10 per cent allowable either over or under.

Heads larger than the above specification for medium sized cabbage would be known as medium to large or large and heads under would be known as medium to small or small.

B. B. Jones, of the Wisconsin Department of Markets, participated in the conference, while H. W. Samson and R. C. Butner represented the Federal Bureau.

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U. S. OFFICIAL STANDARDS FOR GRAIN SORGHUMS PROMULGATED.

Official grain standards of the United States for grain sorghums will become effective December 1, 1924, according to an order issued by the Secretary of Agriculture on August 26.

The Department of Agriculture issued in 1922 a circular containing grades for grain sorghums which were recommended for use by the grain trade and inspection departments, but were not made official under the Grain Standards Act. Since that time these recommended standards have been adopted by State grain inspection departments as well as by commercial inspection departments and have worked out satisfactorily. Repeated requests have been received by the department that the standards be made official in order that interested parties may have the benefit of supervision and appeal under the act.

In making the standards official no change was made in the grades or requirements as set forth in the recommended grades for the reason that they have been in satisfactory commercial operation for the past two years.

MICHIGAN GROWERS WANT COMPULSORY POTATO STANDARDS

The Michigan Potato Growers' Exchange will ask the State Legislature next January to pass a law establishing the present potato grades as the legal standards for Michigan and making provision for penalties for violations of the law. It will also ask the legislature to appropriate necessary funds for the rigid enforcement of the law.

William P. Hartman, State Director of the Bureau of Foods and Standards, recently appeared before the delegates of the exchange at Cadillac and explained the need for a law. The present grades were promulgated by the Commissioner of Agriculture under authority given him by an act passed a number of years ago. This law, however, contains no penalty clause and the only way the State can enforce the law is to take civil action and obtain an injunction restraining a shipper from making ungraded or poorly graded shipments. A violation of the injunction would bring the offender into contempt of court - a more serious offense than undergrading and misbranding.

Mr. Hartman pointed out that State grading alone in the past year had saved shippers and growers approximately \$1,250,000. He said that it had re-established the good reputation of Michigan potatoes and that as a result the crop will be shipped out this season under nine brands instead of only one.

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EL PASO VALLEY SHIPPERS FURNISHED EXCELLENT NEWS SERVICE.

An excellent service on cantaloupe markets is being furnished El Paso Valley shippers this year, through the cooperation of El Paso papers, the Associated Press and the Denver office of the Federal Bureau of Agricultural Economics, according to officials of the Texas Markets and Warehouse Department who arranged for the service to take care of the rapidly expanding fruit and trucking interests of that section. The market summaries giving information on shipments, track supplies and markets on this commodity also serve important areas in Arizona and Colorado, both of which States compete with the Texas-New Mexico deal in supplying markets at this time. John D. Snow, Scientific Assistant in Marketing of the Federal Bureau of Agricultural Economics, in charge of the Denver office, is directing the service.

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INTERNATIONAL YEARBOOK OF AGRICULTURAL LEGISLATION OFF PRESS.

The first English edition of the "International Yearbook of Agricultural Legislation" published by the International Institute of Agriculture at Rome is just off the press. This volume covers the year 1923 and contains texts of laws, decrees and regulations relating to agriculture throughout the world. Special emphasis is placed upon legislation relating to trade in agricultural products, taxation, credit, insurance, landed property contracts, animal and plant diseases, pests, etc. The volume, 1,000 pages, is indexed chronologically by countries and alphabetically by subject matter. Copies at \$3.00 each may be had from J. C. Barrett, Bureau of Agricultural Economics, Washington, D. C.

GROCERS TO TELL PUBLIC NEW JERSEY PEACHES ARE RIPE.

"It is a part of the service that every food merchant owes his customers to keep them advised of the proper time for buying fruit for canning," says Chief Alexis L. Clark, of the New Jersey State Bureau of Markets, in commenting on the remarkable success of New Jersey's famous Peach Week events. The White Peach Week, now being celebrated in the markets, and Yellow Peach Week, to follow, were proclaimed three years ago by the marketing division of the State Department of Agriculture to keep the public advised of the height of the marketing season for these farm products, and the idea has been successfully carried out with other crops.

Bureau agents found that, in ignorance of the ripening period for various crops, housewives will often wait until the season is waning before they buy peaches or other fruit for canning purposes, says Mr. Clark. The plan of a State announcement of crop weeks then inaugurated. A food merchant, he points out, is aiding his own business and giving his patrons complete service when he keeps them informed, daily, if possible, when crops are being harvested.

Not only the food merchants, but in some instances, other business interests, are following this plan. In one city, a bank is distributing to every home a circular advising that Jersey white peaches can be bought to advantage now, and another circular will carry further information on yellow peaches.

In addition to the increasing sales of peaches direct to consumers from farmers' trucks, merchants in several cities are specializing on Peach Week sales of fruit in the original containers. They buy the fruit in quantity and sell it by the basket at a small profit on the quick turn-over.

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MARKETING FUNCTIONS, SUBJECT OF TALK BY H. DEANE PHILLIPS.

A better understanding of the details of marketing before ill-advised reformers be permitted to wreck the whole marketing structure was advocated recently at the Tri-State Agricultural Conference at Farmingdale, L. I., by H. Deane Phillips, Director of the New York Bureau of Markets. The conference was attended by 200 or more instructors of agriculture in the high schools and State schools of New York, New Jersey and Connecticut.

The machinery for getting farm products from the farm to the consumer, the speaker showed, is a complex affair. Each step or part has its purpose and while the process may be greatly improved, the way to do it, he declared, is not with a sledge-hammer but by studying the parts themselves and here tightening a bolt and there substituting a new and better part.

Mr. Phillips went on to explain the spread between the price the farmer receives and that the consumer pays as one of service, but pointed out that there is much room for improvement in marketing facilities. He said "I am no apologist for the existing order of things. Far from it. I see tremendous possibilities for cheapening the cost of marketing and for eliminating waste and inefficiency in the present methods of handling farm products. It is not 'profiteers,' 'parasites,' and 'middlemen' that I would fight, but inadequate facilities, especially in our cities, wasteful and unintelligent methods of operation and inadequate marketing information.

FEDERATED GROWERS FAVOR MORE AGGRESSIVE CAMPAIGN FOR BETTER MARKETING PRACTICES.

Steps to further the economical merchandising of fruits and vegetables were announced last week at the executive offices of the Federated Fruit and Vegetable Growers at New York. This organization has pledged itself to cooperate with agricultural workers throughout the country for the more general use of standard grades and packages.

With representation covering practically all of the 30 State or regional exchanges, the Federated Fruit and Vegetable Growers met at St. Louis, Mo. August 12 and 13 for a discussion of current marketing problems. At that time the Federated Board of Directors passed the following resolutions:

RESOLVED: That we recommend:

1. That the management solicit the active cooperation of the Bureau of Agricultural Economics in the United States Department of Agriculture, and the departments of agriculture and extension services in the several States in a more aggressive campaign of education for standardization, grading, shipping-point inspection, and other better marketing practices;
2. That effort be made to secure the establishment of training courses in grading, inspection and standardization at the State colleges of agriculture and that in addition to this technical training, practical experience with the commodity be required;
3. That effort be made to secure desirable modifications of Federal grades and standards where they are unsatisfactory through closer contact of the Federated salesmen with Federal and State officials.

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CANADIAN SHIPPING-POINT INSPECTION UNDER WAY.

The new inspection-at-shipping point service inaugurated by the Canadian Department of Agriculture is now under way in British Columbia and has necessitated the appointment of a number of additional inspectors. R. G. L. Clark, chief fruit and vegetable inspector in British Columbia, has made the appointments in the different districts.

The service is at present fixed at a fee of \$5 per car, and from present indications, it is stated that fully 80 per cent of the crop will move out under inspection.

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FARMERS' FINANCIAL POSITION REPORTED UPON.

The financial position of farmers as measured by the exchange value of their products for non-agricultural commodities including clothing, fuel, metals, building materials, and house furnishings is gradually working toward a pre-war parity, according to the September 1 agricultural review issued by the United States Department of Agriculture.

The combined exchange value of sixteen leading farm products for non-agricultural commodities on August 1 was 83 as an index number as compared with the 1913 base of 100. This is the highest point reached in 47 months, the department says, and is the result of the recent rise in grain prices coincident with a fall in prices of non-agricultural products.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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COST OF RETAILING MEATS TO BE STUDIED.

Costs that enter into the retail selling of meat are to be studied by the Cost of Marketing Division of the Federal Bureau of Agricultural Economics, according to A. V. Swarthout, who will supervise that phase of the investigation. K. B. Gardner, of the Cost of Marketing Division, will have immediate charge of the work. Four members of the division have left Washington to make a personal canvass of retail dealers in three cities and to obtain a cost record of their operations. When these data have been analyzed and interpreted, it is hoped that the bureau will be in a position to determine the cost of the various practices employed by different dealers, and to be able to point out inefficient and expensive methods of retailing meat.

The cities to be canvassed immediately are New Haven, Conn., Jacksonville, Fla., and Baltimore, Md.

Another phase of the investigation is the consumer-demand study.

A third part of the investigation is being made by the Division of Marketing Livestock, Meats and Wool of the Federal Bureau and has been under way since July 1. It involves a study of the methods and practices used in the retailing of meats.

Reports on the three phases of this country-wide, detailed study will be woven into one and published by the Bureau. As a result of the findings, it is expected that suggestions can be made for greater economies and more intelligent business practices in the retailing of meats.

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REPORTS OF UNLOADING IN CERTAIN CITIES NOW AVAILABLE.

Statistics covering cars of fruits and vegetables unloaded in about 30 cities in the United States have been compiled by the Federal Bureau of Agricultural Economics. These unload statistics secured by the various market stations of the Bureau from various railroad agencies may be arranged in several different kinds of tabulations. The Bureau has available for distribution in mimeograph form unload figures on the four bases indicated below:

1. Annual unloads in each of about 30 cities, showing the totals by products and by States of origin.
2. Annual unloads of each of about 15 products, showing receipts in each city by States of origin.
3. Annual unloads in each of 13 cities, showing for each product the monthly receipts from each State.
4. Monthly summary of unloads in each of 21 cities, showing currently the month's receipts of each product from each State.

BIBLIOGRAPHY ON THE MARKETING OF AGRICULTURAL PRODUCTS AVAILABLE.

A bibliography on the Marketing of Agricultural Products has been compiled in the library of the Federal Bureau of Agricultural Economics. It consists of 133 mimeographed pages including a table of contents and an index. In this bibliography the attempt has been made to compile the more important references to the publications in English on the marketing of agricultural products. Periodical articles have not been included as a class although important exceptions, noted in the preface, have been made. The bibliography was designed to include all references to methods of marketing agricultural products and discussions of the principles upon which methods of marketing should be based. All cost of marketing studies which could be located were included, as were hearings before committees of the U. S. Congress when they contained material of interest. In addition to the books on marketing some books on other economic subjects and on particular commodities have been examined and chapters or parts devoted to marketing have been included. The references, many of which are annotated, are arranged in twelve groups chiefly as follows: (1) General Marketing, (2) Markets, (3) Cotton, (4) Grain, (5) Hay, (6) Livestock and Meats, (7) Wool, (8) Hides and Skins, (9) Dairy Products, (10) Poultry and Eggs, (11) Fruits and Vegetables, (12) Miscellaneous Crops.

Copies of this bibliography may be had upon application to Miss Mary G. Lacy, Librarian, Bureau of Agricultural Economics, Washington, D. C.

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NEW YORK DEPARTMENT ISSUES SHEET ON MARKET REPORTS.

"Market Reports - Where and How to Secure Them" is the title of a printed sheet issued by the Bureau of Markets of the New York State Department of Farms and Markets. Various sources of marketing information, including New York State and Federal reports, are given. The sheet is mailed in answer to all inquiries for information regarding market reports. Reference is made to the reports which are printed in the newspapers and inquirers are directed to find the reports published in the papers and to advise the State Bureau if the reports desired are not found in the papers. Radio schedules and the stations broadcasting market reports are mentioned as well as reports sent by mail from the State and Federal offices.

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BARRELED APPLE OFFICIAL GRADE SPECIFICATIONS ISSUED.

Specifications for the official U. S. grades for Barreled Apples have been mimeographed and copies may be had from the Fruit and Vegetable Division of the Bureau of Agricultural Economics, Washington, D. C.

MOTION PICTURES PREPARED BY THE U. S. DEPARTMENT OF AGRICULTURE.

Motion pictures produced and circulated by the U. S. Department of Agriculture deal with important lines of work in which the Department and cooperating State institutions are engaged. They are intended to acquaint the public with the methods and significance of important activities, to gain public cooperation and, through making common property of the results of scientific investigations, to spread knowledge of improved methods in agriculture and kindred pursuits. A list of the films and information on how to obtain them is given in an attractive circular prepared by the Office of Motion Pictures, of the Extension Service of the Department. Copies of the booklet, which is known as Miscellaneous Circular No. 27, may be had upon application to the Division of Publications of the Department.

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RAISIN INDUSTRY BEING STUDIED.

A study of the raisin industry with a view to securing information to be used as a basis for establishing grades for raisins for use in transactions between the grower and the buyer or cooperative associations is being made by C. W. Hauck of the Federal Bureau of Agricultural Economics. Mr. Hauck, who is also making a study of the practical application of the newly-established United States grades for grapes, is now in California.

The work on raisins was undertaken at the request of the Sun Maid Raisin Growers of California, who control approximately 35 per cent of the tonnage of that commodity produced in the United States. The Federal Bureau is working in very close touch with the association.

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FEDERAL FIELD STATION REPORTS MAY BE HAD.

Summaries of the market reports issued from each field station of the Bureau of Agricultural Economics are prepared at the close of the season by the representative who handled the deal. Recent summaries, any of which may be had upon application to the Bureau of Agricultural Economics, Washington, D. C., include:

Colorado Potato Deal, season 1923, by W. J. Bertush;
Colorado Apple Deal, season 1923, by W. J. Bertush;
Colorado Cantaloupe Deal, season 1923, by R. H. Lamb;
Southwestern Idaho and Eastern Oregon Early Potato Deal,
season 1923, by A. E. Brugh;
Western New York Plum and Prune Deal, season 1923, by
C. L. Brown.

RAILWAY ASSOCIATION REPORTS UPON CARS OF VEGETABLES REFUSED AT NEW YORK.

An itemized statement of the number of cars of Southern vegetables turned down at the New York piers from May 21 to June 6, 1924, has just been issued by the Public Relations Section of the Car Service Division of the American Railways Association, whose headquarters are Washington, D. C.

There were 187 cars refused by individual consignees on the New York market. The summary shows that 36 cars were refused by one receiver, 15 cars by another, 12 cars by another and ten cars by another. In the report, each car number is given, the name of the railroad, date of waybill, time of arrival and cause for refusal. The cause for refusal in most cases, is "poor condition". Some causes are given as "rotten and wormy," "decayed," "slimy," etc.

The commodities were mostly lettuce and cucumbers, with a liberal sprinkling of beans, potatoes, tomatoes and other vegetables.

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FEDERAL GRAIN MARKET NEWS SERVICE MAY BE FURTHER DEVELOPED.

G. A. Collier, of the Federal Bureau of Agricultural Economics, is now in the field studying grain marketing in the spring wheat territory with a view to further developing the bureau's grain market news service in that territory. His itinerary includes Minneapolis, Milbank, S. D., Ellendale, N. D., Des Moines, Milwaukee, Winnipeg, Canada, Chicago, Indianapolis, Cincinnati and Charleston, W. Va.

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MICHIGAN IS MAKING INTERESTING EXPERIMENTS.

Experiments to develop a new labor saving canning tomato are under way at the Michigan Agricultural College, according to press reports. Prof. George Starr, Vegetable Specialist at the college, is trying to develop a strain which will require less time and trouble to prepare for the table or for the can. If successful, it is believed it will tend to encourage housewives to can more tomatoes and at the same time may revolutionize the tomato canning industry.

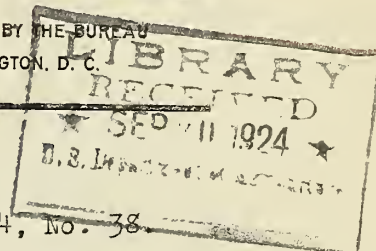
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VEGETABLE GROWERS SUPPORT NEW YORK STATE FAIR.

The New York State Fair to be held at Syracuse will continue to receive undivided support from the New York State Vegetable Growers' Association, it is announced by the secretary of the association. It had been stated that the vegetable growers would be asked to join with the fruit growers in a proposed change in Rochester.

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WORLD WIDE AGRICULTURAL CENSUS PLANNED FOR 1930

An international census of agriculture in 1930 is now being promoted by the International Institute of Agriculture at Rome, according to Asher Hobson, American Delegate to the Institute, who is in Washington conferring with officials of the United States Department of Agriculture. The purpose of the census is to place the agricultural statistics of all countries on a comparable basis for the intelligent interpretation of world food and fibre production and needs.

Many nations do not now take agricultural censuses, and the enumerations of others are incomparable because uniform terms are not used, Mr. Hobson says. Specialists are being employed to study the censuses of the world, on the basis of which a proposed uniform schedule will be worked out and submitted to each member country. It is hoped that agreements can be reached by 1930 to make available at that time a comprehensive tabulation of the world's agriculture.

The International Institute, in which seventy-one countries now have membership, has been an important factor in promoting international agriculture through the exchange of current crop and livestock statistics among countries, Mr. Hobson said. This statistical service has been built up to a point where, for example, the Institute reports currently on 70 per cent of the world wheat crop, exclusive of Russia.

The statistics of individual countries are dispatched to the Institute at Rome by telegraph, cable and radio, where they are tabulated and relayed to all countries interested. The reports to the United States are received by the Federal Department of Agriculture at Washington where they are analyzed and the results broadcast over the country by radio and press dispatches. The service has been important in keeping American farmers and agricultural agencies generally informed on world agricultural conditions.

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CHICAGO HAY DEALERS USE FEDERAL INSPECTION SERVICE

All Chicago hay dealers are now having Federal inspections made of all hay received by them. The Chicago Hay Exchange was organized in the Fall of 1922, by six of the large dealers in that city, to cooperate with this Bureau in providing Federal hay inspection in that city. On May 1, 1923, these dealers further agreed to have all of their hay inspected on consideration of a slight reduction in charge for inspection. Since that time other dealers have made similar agreements and word has just been received by the hay inspection service office of the Federal Bureau of Agricultural Economics that six other smaller dealers have signed agreements of this kind.

EUROPEAN ECONOMIC STUDIES TO BE EXPANDED

Correlation of the work of the European representatives of the Bureau of Agricultural Economics of the United States Department of Agriculture will be undertaken by a committee to be headed by William A. Schoenfeld, assistant chief of the bureau, it has been announced by Dr. H. C. Taylor, chief of the bureau.

Dr. Taylor recently returned to Washington from an extensive tour of European trade centers much impressed with the opportunities for increasing American exports of farm products to various foreign countries. He is mapping out a program whereby the newly-appointed committee will make a study of agricultural competition and demand for agricultural products abroad and to facilitate the use of American standards in the sale of American products.

"It is very important that the American farmers know the extent to which their competitors in Europe are increasing their various lines of agricultural products for their own use," explained Dr. Taylor. "At the present time it is a matter of particular interest to know the extent which eastern European countries are increasing the supplies of grain and livestock which they are able to export to western Europe in competition with our farmers. The direction which the new developments in eastern Europe take is an important factor in determining the kind of readjustments we need to make in our agriculture. It is believed by some that the Danubian country will be less important as an exporter of wheat in the future and more important as an exporter of livestock and livestock products into western Europe in competition with our products than was the case before the World War."

To keep in close touch with the agricultural situation in this district, G. C. Haas, agricultural economist and statistician, is also being sent to Europe to handle the statistical work in Eastern Europe.

One of the duties to be assumed by Mr. Schoenfeld is to acquaint European users of American products with the use of the United States crop reports, that they may use information to good advantage. It is believed that the use of the crop reports will facilitate trade with the United States. Mr. Schoenfeld has been relieved of his present duties as chairman of the crop reporting board of the Department of Agriculture.

A study of the European demand for American cotton will be made by Dr. A. B. Cox, agricultural economist. Dr. Cox will spend a year abroad studying cotton marketing methods, supply, demand and prices in England, Germany, France and Italy. A similar study in the United States has just been completed by him and the results will be published in Department Bulletins. This work included a study of the historical development of cotton marketing, uses of cotton as a basis for demand, analysis of sources of supply, the various markets through which cotton passes, how prices are made, the relationship between spot cotton and futures, cooperative marketing and the services performed by the various agencies in cotton marketing. The study deals with all economic phases of cotton marketing.

LARGE MARKETING EXHIBIT AT KENTUCKY STATE FAIR

The marketing exhibit prepared for the Kentucky State Fair by the Section of Markets of the University of Kentucky, Lexington, consisted of two parts. One part, which dealt with cooperative marketing, was in the form of a circle six feet in diameter. Around the circle were placed alternately five green and five red lights. By each light in a block one foot square were placed the following statements: "Cooperative Marketing is a Business," "And Not a Cure-All," "It Gets Results by Performing Marketing Services," "Not by Depending upon Any Mystic Power," "It Grades Products, Develops Markets, Bargains, Sells, etc.," "Its Purpose is Not to Fix Prices," "But to Get Better Prices by Improving Products and Methods of Selling," "Organization Should be Undertaken Only Where Really Needed," "Conditions Should Be Studied and Plans Worked Out Carefully," and "It Needs Good Management, Sufficient Business, Adequate Finance, Loyal Members."

Near the center a smaller circle was made of the words, "Cooperative Marketing, Cans and Can'ts." The lights were flashed on alternately at intervals of about two seconds each.

The other part of the exhibit consisted of two ladders. One of the ladders was substantially built and placed upon a firm foundation, bearing the statement, "Sound Economic Principles." On the six rounds of the ladder were hung placards bearing the following statements: "Willingness to Work with Others," "Good Salesmanship," "Knowledge of Market Conditions," "Proper Grading," "High Quality Products," and "Production Based on Market Outlook."

The second ladder was a somewhat dilapidated affair placed on top of a box which rested rather insecurely on a barrel which was lying on its side. On the barrel was placed a placard bearing the words, "Unsound Economics." On the box the placard read, "Production without Regard to Market." On the weak or broken steps of the ladder the following placards were hung. "Poor Quality Products," "Ungraded Products," "Lack of Market Information," "Poor Salesmanship," and "Unwillingness to Cooperate." Over the two ladders was hung the question, "Which Ladder Are You On?" Over the first one was the statement "Successful Marketing," and over the other, "Failure in Marketing."

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GRAPE MARKET REPORTS TO BE ISSUED AGAIN THIS YEAR

Arrangements have been completed for carrying on this season, as last, a special grape market reporting service for New York, Pennsylvania and Michigan grape growers. The service will be conducted cooperatively by the New York State Bureau of Markets, the Pennsylvania State Bureau of Markets, the Michigan Bureau of Foods and Standards, and the Federal Bureau of Agricultural Economics. The report is to be issued simultaneously from Buffalo, N. Y., and Benton Harbor, Mich.

In New York State the report will be disseminated through newspapers, by radio, by telephone and telegraph collect to shippers and will also be mimeographed and mailed to a limited list. The first report will be issued about September 20.

SPECIAL LETTUCE MARKET REPORTS ISSUED IN NEW YORK

A special lettuce market report was issued again this year for New York growers and shippers by the New York State Bureau of Markets, Albany. The report was issued daily from Wallington, and made available to the shippers either by telephone or telegraph collect. A total of 176 shippers made use of the service in this manner. In addition the report was broadcast daily at noon from radio station WGT at Schenectady, and a considerable number of shippers and farmers received the reports in this fashion.

In commenting upon this special service, H. D. Phillips, Director of the Bureau of Markets, said: "The undoubted success of the report was due to the promptness with which the information was made available. Complete data as to total carlot shipments of lettuce from the State for the previous day and the number of cars destined to each market were available each morning by nine o'clock for those who received the report by wire. Some shippers near Wallington even secured the report by 'phone in the evening of the same day. This result was made possible by excellent cooperation from the railroads and by the fact that the inspector in charge of the report was willing to work in the evening to consolidate and summarize the reports from the railroads."

In addition to the daily report on car movements and destinations, a weekly report was issued giving information as to cold storage holdings of lettuce. This was sent out by mail on post cards. A monthly summary was also mimeographed and mailed to approximately 150 farmers and shippers who requested it.

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BEAN STANDARDIZATION PROGRAM BEING CARRIED ON IN CALIFORNIA

A bean standardization program is now being carried on cooperatively in California by the State Department of Agriculture, Sacramento, and the Federal Bureau of Agricultural Economics. An investigation is being made of the factors entering into the grading of beans with a view to harmonizing the grades now used in California with those of beans raised in other States, to the end that a single system of grades may be established for each of lima beans, pink beans, small and large white beans and other edible beans. It is also planned to inaugurate a tentative joint Federal-State inspection service in California, based upon the application of such grades for beans.

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RECORDS OF NORTH DAKOTA FARMERS' ELEVATORS STUDIED

In connection with a study being made of the factors that enter into the success or failure of farmers' elevators, records have just been obtained from 225 elevators in North Dakota. The study is being made by the North Dakota Agricultural College in cooperation with the Federal Bureau of Agricultural Economics. Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance at the North Dakota College, advises that material from this study will probably be used in a course for elevator managers next year.

CANTALOUPE SHIPPING EXPERIMENT MADE IN NEW MEXICO

An experiment relative to the keeping and eating qualities of Mesilla Valley cantaloupes was made last month by C. A. McNabb, Marketing Specialist of the New Mexico Agricultural College, State College, N. M., and one of the county agents. Twenty crates of melons, selected with varying degrees of ripeness and including crates taken directly from stock as packed for shipment by the various growers, were held under refrigeration at a temperature approaching that of a car in transit, and for a period of time equal to or longer than that required to put the melons into the eastern markets.

The object of this demonstration was to allow the growers an opportunity to sample their own melons after an interval of two weeks from picking time. In this way shippers could judge at just what degree of ripeness a melon should be picked to reach the distant market in the best condition relative to flavor, palatability, and sugar content.

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SIX ADDITIONAL MEN LICENSED AS FEDERAL HAY INSPECTORS

Six men were given licenses as Federal hay inspectors, following the close, on September 6, of the hay inspectors' school conducted at Washington by the Federal Bureau of Agricultural Economics. The new inspectors are:

- N. A. Loucks, Virginia Department of Agriculture,
Richmond, Va.
- F. C. Sturtevant, Maine Department of Agriculture,
Augusta, Me.
- R. B. Etheridge, North Carolina Department of Agriculture,
Raleigh, N. C.
- A. J. Opstedal, O. A. Zillmer, and A. H. Peterson, Wisconsin
Department of Markets, Madison, Wis.

In addition to these men, Professor C. O. Cromer of the Pennsylvania State College, Professor F. H. Steinmetz of the University of Minnesota, and J. E. McKeehan of Berwindale, Pa., also completed the entire course.

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HANDBOOK ON TAXATION BEING PREPARED FOR NEW YORK COOPERATIVES

A handbook on taxation as affecting cooperative associations is being prepared by the New York State Bureau of Markets, Albany. This work is being undertaken as a result of the large number of requests for assistance and inquiries from cooperative associations in connection with difficulties in determining their status under State and Federal tax laws. It is aimed to secure prompt decisions on the many disputed points and to include in the handbook a complete guide as to when and under what conditions returns should be made, how they should be made and the basis for claiming exemptions. Arrangements have been made to have the subject matter of the handbook approved by State and Federal tax agencies before it is issued.

KANSAS PLANS RADIO EXTENSION COURSES FOR COMING YEAR

Approximately 40 subjects, representing 320 lectures of interest to farmers, are listed in the catalogue of radio extension courses, to be given this year by the Extension Division of the Kansas State Agricultural College, Manhattan. The new radio broadcasting station being installed at the College will be ready for operation about November 15. The station call letters will be KSAC.

County agents are particularly interested in the courses to be given this year and are of the opinion that the "College of the Air" will be a valuable asset to their work.

Enrollments in radio courses will be handled by the county agents. Several agents have estimated that as many as 500 farmers in their respective counties will be regularly enrolled in the radio extension courses.

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NEW BOOK ON MARKETING APPEARS

"Marketing Practice" is the title of a book recently published by the Doubleday, Page and Company of New York City. The authors, Percival White and Walter S. Hayward, in writing the book, intended it as a practical guide to marketing. The book is divided into seven parts, each part dealing with a particular phase of the subject, as follows: Part 1, The Approach to Marketing; Part 2, Marketing Functions; Part 3, Marketing Agencies; Part 4, Basic Marketing Systems; Part 5, The Retail System; Part 6, Marketing Problems of the Individual Business; and Part 7, Foreign Markets. One feature of the volume is that it is addressed to both the student in marketing courses and to the business man as well, and this aim is constantly kept in mind.

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COOPERATIVE DAIRY MARKETING PLANS SET FORTH IN WISCONSIN BULLETIN

"Cooperative Dairy Marketing Plans" is the subject of Bulletin No. 367 recently issued by the Agricultural Experiment Station of the University of Wisconsin, Madison. The bulletin sets forth the plans growing out of joint investigations and research by the American Farm Bureau Federation through its Research Department's Dairy Marketing Fellowship program and the Wisconsin College of Agriculture through its Department of Agricultural Economics. Dr. Theodore Macklin is author of the publication.

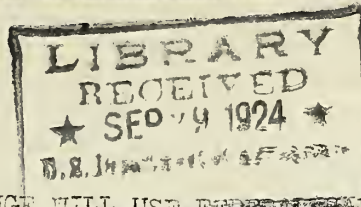
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COOPERATIVE MOVEMENT IN NEW YORK STATE BEING STUDIED

The history of cooperative effort in New York State is being studied by J. E. Booth, a graduate student at the New York State College of Agriculture, Ithaca. The State Bureau of Markets at Albany is cooperating in this study.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



September 24, 1924.

Vol. 4, No. 39

RICHMOND GRAIN EXCHANGE WILL USE FEDERAL GRADES EXCLUSIVELY

Federal inspection exclusively will be used in the hay inspection service conducted by the Richmond, Va., Grain Exchange, according to a recent decision by that organization. A Federal hay inspector was trained and licensed by the Federal Bureau of Agricultural Economics in cooperation with the Richmond Grain Exchange, and began work in January, 1923. At that time, however, the Exchange was fearful that it would not be possible to induce shippers to sell on Federal grades in all cases and the agreement between the Exchange and the Federal Bureau provided that if the dealers considered it desirable, the inspector might issue a National Hay Association certificate for them.

Federal inspection has been so satisfactory that the Exchange has agreed to use Federal inspection exclusively and the inspector will not use any other grades except in the case of hay for which there are no Federal grades at the present time.

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COMMERCIAL POULTRY PRODUCTION STUDIED IN WESTERN WASHINGTON

A study of the economics of commercial poultry production in Western Washington is now being made by the Experiment Station of the State College of Washington, Pullman, Wash., and the Federal Bureau of Agricultural Economics. Data will be gathered from commercial poultry producers and various business organizations as to the management and organization of commercial poultry farms and the marketing of poultry products in Western Washington. The information thus obtained will be made available to poultrymen and others interested in the future welfare of this rapidly expanding industry.

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TENTATIVE REGULATIONS FOR STORING DRIED FRUIT ISSUED

Proposed regulations for storing dried fruit under the United States Warehouse Act have been drafted by the U.S. Department of Agriculture, for consideration by public warehousemen, merchants, cooperative associations and others interested in the dried fruit industry. Mimeographed copies of the tentative regulations may be obtained from the Warehouse Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

SHIPPING POINT INSPECTIONS SHOW INCREASE FOR 1924

A decided increase in the number of inspections made under the Federal-State shipping point inspection service is shown in the tabulations just compiled for the fiscal year, 1924. Thirty States cooperated with the Federal Bureau last year in shipping point inspection work. The following table shows the States cooperating, the number of inspections made in 1924, with comparative figures for 1923.

| <u>State</u> | <u>1923</u> | <u>1924</u> | <u>State</u> | <u>1923</u> | <u>1924</u> |
|---------------|-------------|-------------|----------------|-------------|-------------|
| Alabama | | 251 | New Jersey | 1,499 | 719 |
| Arkansas | | 88 | New York | 905 | 1,475 |
| California | 17,778 | 46,424 | North Carolina | | 566 |
| Colorado | 24,815 | 10,341 | North Dakota | 432 | |
| Delaware | | 50 | Ohio | 78 | 159 |
| Florida | 162 | 8,370 | Oregon | 387 | 4,442 |
| Georgia | 45 | 1,392 | Pennsylvania | | 274 |
| Idaho | 13,338 | 18,403 | South Carolina | 1,091 | 1,712 |
| Illinois | | 208 | South Dakota | 308 | 368 |
| Louisiana | | 266 | Tennessee | 51 | 232 |
| Maine | 384 | | Texas | | 6,349 |
| Massachusetts | 67 | 7 | Utah | 651 | 1,642 |
| Mississippi | | 1,709 | Virginia | 4 | 526 |
| Missouri | 36 | | Washington | 8,917 | 15,360 |
| Montana | 444 | 305 | West Virginia | 39 | 232 |
| Nebraska | | 4,830 | Wisconsin | 1,035 | 2,305 |
| Nevada | | 34 | Totals | 72,466 | 129,049 |

In addition to the above, there were 1,910 straight Federal inspections in Arizona, Indiana, Kansas and Missouri during the year, 1924.

Of the total of 130,959 cars inspected at shipping points, there were 261 reinspections made at receiving markets, 142 of which sustained the original inspection.

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SPECIAL GRAPE REPORTS ISSUED FROM FRESNO, CALIFORNIA

In connection with the regular market reports on grapes, C. E. Schultz is issuing from the Fresno, Calif., office of the Federal Bureau of Agricultural Economics, a weekly review of the grape situation each Saturday. Prices and shipments are summarized for the week and compared with previous periods. The brief text comments on the market high points. In conjunction with a recent daily report, Mr. Schultz published a long sheet, showing the freight and icing charges on grapes from Fresno to 58 leading terminal markets. Another table showed the freight and refrigeration costs per lug box for various weights, on the basis of 1,000 lugs to a carload, and a third table gave these costs on a per-ton basis.

MISSOURI FARMERS SHOW INTEREST IN COOPERATIVE MARKETING

Information comes from Missouri to the effect that approximately 10,000 farmers and their wives attended the annual meeting of the Missouri Farmers' Association at Sedalia, Missouri, recently. The Producers' Contract and other phases of cooperative marketing furnished the central theme of thought and action for the convention. Many speakers of national repute spoke to the farmers on different phases of the agricultural problem. Officers of the Association reported that not less than 9,000 of the farmers attending the convention had previously signed the Producers' Contract, and that 750 of the 1,000 who had not signed it did so during the three days' convention. An interesting culmination of the convention was the "Tea Party", which had for its object the raising of money to carry on the fight for signing up the Producers' Contract in Missouri and thereby usher in an "Independence Day" for the farmers. Between \$12,000 and \$13,000 was subscribed, which will no doubt be greatly increased by later subscriptions.

D. C. Rogers of the Missouri State Marketing Bureau spoke before the convention on the subject, "More Pay for Better Quality". Mr. Rogers stressed the importance of better quality in farm products as the best means of a cooperative association building up a reputation with the trade and consuming public. He showed wherein the work of the State Marketing Bureau in its various quality programs was yielding fruit for Missouri farmers. Mr. Rogers also addressed the members of the Women's Progressive Farmers' Association of Missouri on the subject, "What the Grading of Eggs Will Do". In addition to pointing out how the grading program should work and its returns in profits to the producers, Mr. Rogers suggested that the women work out an egg stamping campaign whereby each egg of quality shipped from Missouri will bear a stamp of identification to show that it was produced in Missouri. Millions of tables in homes west of the Mississippi River are annually supplied with Missouri eggs, according to Mr. Rogers, and it is his suggestion that the consumers should have a means of knowing that the quality eggs they eat are produced in Missouri.

At the recent convention of the Missouri Farmers' Association, the John M. Shawhan Company, sales agents for approximately 1500 carloads of eggs annually from that Association, reported that the quality of Missouri eggs had increased at a rapid rate during the past year. Mr. Shawhan read letters from dealers throughout the East to whom he has been selling Missouri eggs and all of them spoke in highest terms of the excellence in the quality of the eggs. Mr. Shawhan particularly praised the work that has been done in Missouri through the State Marketing Bureau in improving the quality of Missouri eggs.

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SHIPPING POINT INSPECTION SERVICE ESTABLISHED IN INDIANA

An agreement providing for a shipping point inspection service on onions and other vegetables, has just been entered into by the Extension Service of Purdue University, Lafayette, Ind., and the Federal Bureau of Agricultural Economics.

PENNSYLVANIA APPLE GROWERS MUST OBSERVE PACKING LAW

Apple growers and packers are being warned by officials of the Pennsylvania State Department of Agriculture, Harrisburg, that they must observe the provisions of the State Apple Packing Law this year. This law provides that the face of the fruit in all closed packages of apples shall be a fair representation of the balance of the contents of the package. It further provides that the name and address of the packer, the variety of apple, and the minimum size of the fruit in the package shall be stamped on the outside. These provisions are compulsory on all closed packages of fruit.

The use of the new standard grades for apples is entirely optional with the packer but fruit marked according to these standard grades must comply with the requirements of the particular grade name with which the package is labeled.

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MISSOURI AND OKLAHOMA REQUEST WOOL GRADING SCHOOLS

Requests for instruction in the application and use of the U. S. Official Wool Grades have recently been made to the Federal Bureau of Agricultural Economics by the Missouri College of Agriculture, Columbia, and the Oklahoma State Market Commission, Oklahoma City. Extension workers in Missouri are anxious that a two-day school be held so that county agents in the sheep growing counties of the State can receive practical instruction in the factors involved in the grading of wool. Similar schools were recently conducted in Michigan and Ohio by G. T. Willingmyre, Specialist in Wool Marketing and Standardization, Federal Bureau of Agricultural Economics.

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APPLE INSPECTIONS TO BE MADE IN NEW YORK STATE

Inspection and certification of apples in the Western New York district will be undertaken this season, according to arrangements made by the New York State Bureau of Markets, Albany, and the Federal Bureau of Agricultural Economics. The Western New York Fruit Growers' Cooperative Association has pledged for inspection its entire output of apples, estimated at 1,700 cars. Requests for such a service have also been received from a number of individual growers.

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COOPERATIVE MOVEMENT IN CALIFORNIA BEING STUDIED

A careful survey of the cooperative movement in California is being made by the University of California, Berkeley, and the Federal Bureau of Agricultural Economics, with the idea of determining the elements of failure and success as they have appeared from the experiences of the various types of cooperative marketing enterprises undertaken in that State.

MISSOURI MARKETING EXHIBIT MEETS WITH SUCCESS

According to a report from the Missouri State Marketing Bureau, Jefferson City, its exhibit of marketing activities at the State Fair and the annual convention of the Missouri Farmers' Association was highly successful. A description of the exhibit was given in a recent number of "Marketing Activities". Quality in farm products was the central theme in the exhibit material. Cream, eggs, grain, wool, and good roads were given the greatest attention. A feature of the exhibit not heretofore mentioned was the distribution of 5-lb sample sacks of Missouri-grown and milled soft wheat flour. Several thousand packages were distributed. Fresh breads and cakes made from the flour were received daily and given out as samples to the visitors. Much interest was thereby created in favor of increased consumption of Missouri soft wheat flour, about 60% of which now leaves Missouri to be consumed in other states while the Missouri housewife uses mostly hard wheat flour.

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POTATO AND APPLE MARKET REPORTS ISSUED

Market news reports on potatoes are now being issued from Waupaca, Wis. The reporting service is conducted cooperatively by the Federal Bureau of Agricultural Economics and the Wisconsin Department of Markets.

The Federal Bureau will also issue potato market reports from Idaho Falls, Idaho, commencing the week of September 22. From Martinsburg, W. Va., apple reports will be issued from about September 22 to October 31.

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NORTH DAKOTA TO PUBLISH BULLETIN ON MARKETING DAIRY PRODUCTS

A bulletin on Marketing Dairy Products in North Dakota will soon be published by the North Dakota Agricultural College, Agricultural College, N. D. The bulletin, which was prepared by Dr. A. H. Benton, Head of the Department of Marketing and Rural Finance, gives particular emphasis to the local creamery and the cooperative cream shipping station.

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WISCONSIN ISSUES BULLETIN ON HAY GRADING AND INSPECTION

Hay Grading and Inspection Work in Wisconsin is outlined in a bulletin issued by the State Department of Markets, Madison, August 30. The bulletin briefly sets forth the specifications of the U. S. hay grades, which Wisconsin has adopted as the official grades for that State, and describes the shipping point inspection work being started there this month.

VIRGINIA APPLE INSPECTION WORK UNDER WAY

Plans for the apple inspection work in Virginia are progressing satisfactorily according to the Virginia State Horticultural Society and the State Division of Markets, Richmond. Signatures have already been obtained from apple growers representing 500,000 barrels of apples who have agreed to have their crops graded and packed under State inspection.

It is reported that early in the year, brokers and dealers in Southern markets declared that they would boycott the Virginia fruit because it was not being packed up to the standard demanded by their trade. Since the recent activity to standardize the pack, an entirely different feeling has been felt among the trade. Within the next few weeks inspectors will be at work in all sections of the Shenandoah Valley seeing that the apple crop is graded and packed to conform to the U. S. No. 1 standards.

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FARM ECONOMICS NEWS PREPARED FOR MISSOURI FARMERS

A digest of current business conditions closely related to farming in Missouri appears once a month under the heading "Farm Economics," in the Missouri Farm News Service, a news sheet issued every two weeks by the College of Agriculture of the University of Missouri, Columbia. The articles are prepared by True D. Morse, extension specialist in agricultural economics, the first one of which appeared in the September 17 issue of the News. This service is designed to give a brief, readable summary of economic conditions of interest to Missouri farmers and business men.

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UTAH ADOPTS U. S. GRADES FOR PEARS, PEACHES, ONIONS AND LETTUCE

U. S. grades for pears, peaches, onions and lettuce have been adopted by the Commissioner of Agriculture, Salt Lake City, as the official grades for that State. Shipping point inspection work in Utah is being conducted on the basis of the official State grades.

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REPORT ON LIVESTOCK MARKETING ASSOCIATIONS ISSUED

"Livestock Marketing Associations in the United States, 1924," is the subject of a preliminary report recently mimeographed for distribution by the Federal Bureau of Agricultural Economics. The report was compiled by R. H. Elsworth of the Division of Agricultural Cooperation.

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SUMMARY PREPARED OF NORTHWESTERN BOXED APPLE DEAL

The Northwestern Boxed Apple Deal, Season 1923-24, has been summarized by George E. Prince and L. B. Gerry, of the Federal Bureau of Agricultural Economics, and mimeographed copies are now available.

MARKETING ACTIVITIES

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OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 1, 1924.

Vol. 4, No. 40

EGG MARKETING SCHOOLS TO BE HELD IN MINNESOTA

Six egg marketing schools are to be held in Minnesota, the week of October 6, to instruct poultrymen in the proposed Government grades for eggs, methods of candling and grading, and the effect of moisture, heat and air on eggs. The schools will be conducted under the direction of specialists from the Federal Bureau of Agricultural Economics, the Minnesota State Department of Agriculture, the State Dairy and Food Commission and the Agricultural Extension Service of the University of Minnesota. These one-day schools will be held at Owatonna, Mankato, Marshall, Willmar, Fergus Falls and St. Cloud. Special invitations have been extended to merchants and produce dealers to attend.

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STATE MARKETING OFFICIALS TO HOLD ANNUAL MEETING IN DECEMBER

4 K The sixth annual meeting of the National Association of State Marketing Officials will be held in the Auditorium Hotel, Chicago, December 1, 2 and 3. The program, which is not yet completed, will emphasize grading and standardization work, especially in connection with shipping point inspection, the f.o.b. auction, and the Federal Warehouse act. One session is also to be devoted to the subject, "What a College Course in Marketing Should Contain." It is believed that this topic will provide an opportunity for an especially valuable exchange of ideas between the marketing officials and college teachers who will be present.

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LOCAL COTTON MARKETING METHODS TO BE STUDIED IN TEXAS

Cotton handling and marketing methods in local markets will be studied in Texas, according to an agreement entered into by the Texas Agricultural Experiment Station, College Station, Tex., and the Federal Bureau of Agricultural Economics. A detailed survey will be made of about 15 local markets in Texas, selected as typical of such markets in the different cotton-producing sections. In analyzing the functions and problems involved in marketing cotton in the local markets, interviews will be had with farmers, bankers, cotton buyers, warehousemen and gin men.

TEXAS MARKET NEWS SERVICE SHOWS PROCESS

Nearly four times the amount of work was accomplished by the Texas Market News Service during the past fiscal year, as compared with that of the previous year. The Texas Market News Service is conducted cooperatively by the Markets and Warehouse Department, the University of Texas, and the Federal Bureau of Agricultural Economics. J. Austen Hunter, State Market News Specialist, Austin, is in charge of the service.

During the respective marketing seasons, daily mimeographed reports were issued on watermelons, turkeys, spinach, cabbage, beets and carrots. The issuance of the reports on cabbage, beets, carrots and turkeys was commenced this year for the first time. The inauguration of the turkey market news service was an innovation, the success of which, according to State authorities, justifies its continuance another year.

A daily mimeographed sheet of "Telegraph Markets" was released to the press room at the Texas State Capitol where correspondents covering nearly 200 papers (including the Associated Press) are located. This market sheet was carried on certain press wires out of Austin and went collect over commercial wires to others. The papers that did not take the copy by telegraph were forwarded the sheet daily by mail through their correspondents. The information contained on the sheet was also broadcast daily from a number of the most powerful radio stations in the State.

Besides the daily mimeographed releases, there were released two summaries each week, one of the wool market and one of the fruit and vegetable markets and shipments, and a page of short market stories which carried forward statistical data in form suitable for general publication.

Special market reviews on livestock, wool, fruits and vegetables, grain and other commodities were carried semi-monthly in the State's Marketing Bulletin and mailed to approximately 18,000 persons. Advance releases on the information published in the Bulletin were made to the newspapers through their local correspondents. The cooperation received in publishing these releases was very satisfactory.

While radio service was maintained in cooperation with the various stations of the State by securing broadcast of the material available to them over press wires from the Texas office, a more extensive program of direct communication from the University station was inaugurated this past year with remarkable success. Arrangements were made for the use of the broadcasting station at Fort McIntosh, Laredo, during the spinach, cabbage and onion seasons. Besides the Laredo connection, radio contact was kept with the Iris Radio Service at Houston which rebroadcast the information immediately upon its receipt and also furnished it to the local representative of the Markets and Warehouse Department who prepared and released it for publication in local papers.

A check of reports issued during the season shows that besides the State's Marketing Bulletin with its approximate 400,000 copies and the daily deal reports of which approximately 80,000 were mailed in the year, there were released for transmission on newspaper leased wires and over commercial wires to newspapers collect, 470 separate market stories ranging from 200 to 250 words each. In addition to the telegraph releases, 227 market stories with release dates of one to two days were sent to newspapers through the press room, and special collect telegrams to the trade amounted to 397 messages, mostly day letters.

NEW METHOD FOUND FOR MEASURING ALFALFA HAY COLOR

Color is the most important factor in grading most kinds of hay. When investigational work in connection with timothy hay grades was in progress, hay specialists of the Federal Bureau of Agricultural Economics devised a simple method for measuring the percentage of green color present by selecting a number of plants from the sample and estimating the percentage of green present in the various parts of each plant. When work was begun on alfalfa grades it was found impossible to apply this method to alfalfa hay. In removing plants from the bale it was found that the leaves shattered from the stems so that it was impossible to get anything approaching a complete plant. For some months the hay standardization laboratory has been trying to solve this problem of color in alfalfa. Experiments were made in measuring the green on the stems alone in a manner similar to what had been used for the entire plant for timothy. Other experiments were made by grinding the hay to meal and attempting to match the meal with standard samples. Both of these methods gave fair results but neither was entirely satisfactory. Sometimes a considerable part of the green color of the bale was carried in the leaves while the stems were somewhat bleached, so that the stem measuring method was not satisfactory in those cases. Some plants were found to have white pith while others had a yellowish pith, which when ground produced a high green color in plants which did not appear to have an exceptionally good color in the bale. An attempt was also made to apply the method used by the Bureau of Chemistry for measuring the color in rosin standards, but without success.

The problem was finally taken to the Bureau of Standards. After a study of the matter, that bureau suggested that color might be measured by what is known as the Munsell Color System, and further suggested that the problem be presented to the Munsell Research Laboratory, Baltimore. This was done and K. B. Seeds of the Hay Inspection Service, made quite a study of the Munsell System. Mechanical difficulties, however, presented themselves in connection with applying the Munsell System to hay. Several plans were tried which finally resulted in the development of a machine by Messrs. Parker, Postmus and Hosterman, which is now in operation in the Federal Hay Standardization Laboratory. With this apparatus, the color of any lot of alfalfa hay can be measured by a standardized system giving uniform results. The Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics will be glad to have anyone interested in the use of the Munsell System as applied to hay call at the Hay Laboratory in Washington to see the work.

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CHANGES IN NEW YORK APPLE PACKING LAW EXPLAINED TO GROWERS

Apple growers of Wayne County, N. Y., were shown how to conform to the recent amendments to the State apple packing law, at a series of meetings held recently by representatives of the New York State Department of Farms and Markets, Albany. Recent changes have been made in the interpretation of the law and these were explained. Other essentials in proper barreling were discussed. Copies of a circular explaining the apple grading law were distributed among the growers.

VIRGINIA SHIPPERS CAUTIONED TO PATRONIZE ONLY RELIABLE FIRMS

Virginia shippers are being warned by the State Division of Markets, Richmond, to patronize only firms that have a recognized standing. Many appeals for assistance in collecting claims have come to the Division recently from shippers who have sent their produce to unreliable firms. Virginia has a commission merchants law which requires the merchants to take out a bond with the State Department of Agriculture. This law protects shippers who patronize the licensed commission firms in Virginia. Shippers sending their product to other States are cautioned to look up the rating of the firms before shipment is made. The Virginia Division of Markets offers to assist shippers in ascertaining the reliability of commission merchants before shipments are made.

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CITY MARKET OFFICIALS ASSIST IN ENFORCING MICHIGAN GRADE LAWS

Municipal market masters, food inspectors and sealers of weights and measures in Michigan cities are assisting the State Bureau of Foods and Standards, Lansing, in the rigid enforcement of Michigan potato, onion and fruit grading laws. W. P. Hartman, director of the State Bureau, informed the municipal marketing officials that the most willful violators of the Michigan potato and fruit grades have been some of the truckers who go through the country collecting whatever is offered. "This sort of buying and merchandising," Mr. Hartman said, "has a demoralizing influence in producing and shipping centers, also in the markets." Violations of the State grading laws are to be reported to the State Bureau of Foods and Standards.

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ADDITIONAL MARKET NEWS STATIONS OPENED

A temporary market news office was opened at Idaho Falls, Idaho, September 22, by the Federal Bureau of Agricultural Economics, for the issuing of potato reports. This office will be operated until the end of April. The issuance of citrus fruit reports will start about October 20, from Orlando, Fla. The reports will probably be issued until the middle of April. The Grand Rapids, Mich., market news office will also open about October 20, in charge of R. E. Shoemaker. Apple reports will be issued until the middle of November, onion reports until the end of January, and potato reports until the first of May.

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HAY INSPECTION SERVICE ESTABLISHED IN VIRGINIA

A cooperative hay inspection service has been established in Virginia by the State Division of Markets, Richmond, and the Federal Bureau of Agricultural Economics. A Federally licensed inspector will be available to make inspections for Virginia shippers or dealers.

PREPARES NEW BULLETIN ON ROADSIDE MARKETS

Special investigations of roadside marketing have been made by the Massachusetts Division of Markets, Boston, and a bulletin on this subject is being prepared for distribution, primarily, among owners of roadside markets. Farmers are finding that the roadside stand is a very satisfactory method of selling their produce, specialists of the Division of Markets, found.

A few years ago the only evidence of a willingness on the part of the farmer to deal directly with the consumer was found in the occasional "For Sale" signs on the roadside, usually offering fresh eggs. The increasing use of the automobile and improved roads have changed the opportunities available to the small farmer and offered new methods of marketing to the large growers. Roadside selling has prompted growers to cultivate new products, and instances are common where farmers now keep bees, poultry and small fruits simply because they have found a way to dispose of small lots of produce without a trip to market that often counterbalanced the value of the returns.

Early attempts at selling by sign advertising did not produce the results that the fruit stand accomplished, the investigations reveal, and the grower soon found that it was necessary to exhibit fair samples of his products within easy view of the automobilist. Roadside markets are no longer considered a place to pass rapidly by car owners. The latest development is keener competition, and placards invariably specify the prices.

In some sections of Massachusetts there are many of these markets to the mile which is considered sufficient evidence that the farmer has found a method to dispose of his products at home. Roadside markets are an economical asset to the State when they are conducted by actual producers, the State Marketing Officials assert. This method of selling eliminates transportation and distribution charges and enables the grower and consumer both to profit thereby. Moreover, the consumer has his choice of a supply of fresh products that have not been bruised by a trip to market.

Prices received during the past at some roadside markets were checked by the State Division of Markets, and found to average those received in city wholesale markets. A common mistake often made is the belief that transients are glad to buy any grade of produce direct from the farm even at an increased price over that charged in the city stores. They might buy once, the State officials say, but not again. It is the repeat orders, roadside owners are told, that establish the business and insure the success of the enterprise.

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BULLETIN DISCUSSES COOPERATIVE LIVESTOCK MARKETING IN OHIO

Results of a study of cooperation as applied to livestock marketing in Ohio are given in Bulletin No. 375, "Cooperative Livestock Marketing in Ohio" recently published by the Agricultural Experiment Station of the Ohio State University, Columbus. The bulletin, which was prepared by B. A. Wallace of the Department of Rural Economics, traces the growth of the cooperative livestock movement in Ohio and outlines the type of organization now operating in that State.

BULLETIN ON AGRICULTURAL COOPERATION IN DENMARK

"Agricultural Cooperation in Denmark" is the title of Department Bulletin No. 1266 issued recently by the U. S. Department of Agriculture. This bulletin was prepared by Chris L. Christensen of the Bureau of Agricultural Economics after more than a year spent in Denmark in making first hand studies of the various active associations. Among the subjects discussed are, "History and Development of Danish Agriculture," "Principles Observed in Danish Cooperation", dairy, bacon and egg industries and cooperation, "Cooperative Cattle Export Associations", "Cooperative Buying", "Cooperative Breeding Associations", and "Agricultural Credit". Statistical material is given regarding the cooperative marketing of butter, milk, bacon and eggs; particular consideration being given to the shipments to foreign countries of the different commodities. The operating methods of the various types of associations are described in detail. Supplementing the text are illustrations made from photographs taken by Mr. Christensen. Copies of the bulletin may be had upon request to the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, Washington, D. C.

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NEW BOOK PUBLISHED ON POULTRY MARKETING

"Marketing Poultry Products" is the title of a new book recently put on the market. Dr. Earl W. Benjamin, formerly connected with the Poultry Husbandry Department of the New York State College of Agriculture, is author of the new publication. Many interesting chapters are contained in the book, including discussions of the quality of eggs, grading, packing and shipping eggs, quality and preparation of poultry for market, cooperative enterprises and other marketing agencies. The book is published by the John Wiley & Sons, Inc., 440 Fourth Ave., New York City.

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LIST OF FEDERAL PERIODICAL REPORTS REVISED

The list of Periodical Reports issued by the Federal Bureau of Agricultural Economics, on subjects relating to crops, markets and agricultural economics, has been revised. Mimeographed copies of the revised list may be obtained from the Division of Information, Bureau of Agricultural Economics, Washington, D. C.

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NEW JERSEY FOOD PRODUCTION AND CONSUMPTION DISCUSSED IN BULLETIN

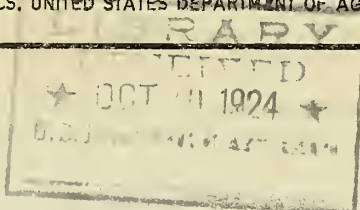
"The Production and Consumption of Food in New Jersey" is the subject of Bulletin No. 40 recently published by the New Jersey State Department of Agriculture, Trenton. Tables and charts are used to show the production and consumption of New Jersey's principal food products. Allen G. Waller and Harry B. Weiss are the joint authors of the bulletin.

STATE AND FEDERAL MARKETING ACTIVITIES

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Vol. 4, No. 41.



VIRGINIA PREPARING FOR OBSERVANCE OF NATIONAL APPLE WEEK

Preliminary preparations are being made by Virginia for the observance of National Apple Week, October 31 to November 6. J. H. Meek, Director of the State Division of Markets, Richmond, recently called a conference of representative apple growers to discuss plans. It was called a "use Virginia agricultural products" conference with special reference to the apple. Plans were tentatively agreed upon for a general observance of Apple Week in all the schools, homes, hotels, places of business and industries of the State.

Special attention is to be directed to the vast difference between the old-time methods of packing barreled fruit and the modern "state inspected" process, which has been adopted by most of the large growers of Virginia. The campaign of education is to be conducted also to interest the retailer and secure his cooperation in the work, as well as to inform housewives of the superiority of the graded and inspected apple over those not inspected.

In cooperating with the Apple Week celebration, the State Division of Markets has issued thousands of attractive posters for general distribution, and the State Horticultural Society has prepared under the supervision of the Division of Markets 10,000 cookbooks containing 200 recipes for cooking and serving Virginia apples. Other literature will be prepared for distribution.

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NORTH CAROLINA LIVESTOCK TO BE SOLD COOPERATIVELY

Cooperative livestock sales are being arranged for cattlemen of Western North Carolina this fall by the North Carolina Division of Markets, Raleigh. T. L. Gwyn, one of the leading farmers and cattlemen of that section, has been employed to assist growers in disposing of their surplus stock. V. W. Lewis, livestock marketing specialist of the Division of Markets, has been assisting Mr. Gwyn for about two weeks in getting the work started. It is expected that about 3,000 head of feeder cattle and 2,000 head of butcher cattle will be handled in this new cooperative marketing venture. The cattle are being secured from growers of Haywood, Madison and Buncombe counties, though some consignments will be made from Jackson and Macon counties. Mr. Gwyn will be in charge of grading and selling for the pool. The Division of Markets has so arranged the pool that the consigning farmers will get every dollar paid for the animals except a small fee of fifty cents a head for handling.

FEDERAL CABBAGE GRADES REVISED

Minor changes have been made in the U. S. grades for cabbage, in response to a general demand from shippers and receivers in the cabbage trade. The changes deal principally with the size classification.

A new class has been made for Domestic cabbage and requirements for medium stock in all classes have been modified. The size classification provided under the United States grades is optional. Size may be specified either on the basis of minimum size or range of size if the suggested classes are not acceptable. New York shippers last season who used the United States grades in connection with certificates issued by the State-Federal inspection service specified the range of sizes and did not quote on the basis of Small, Medium or Large. There is, however, a general demand for standard definitions of these size classes.

Copies of the revised grade specifications which became effective October 1, may be obtained from the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, Washington, D. C.

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NORTH CAROLINA URGES USE OF U. S. GRADES FOR HAY

A circular letter regarding the advantages of buying hay on grade has been sent out by the North Carolina Division of Markets, Raleigh, to all interested persons in that State. The U. S. grades have been adopted as the official standards for North Carolina. Buyers are advised that they can now know exactly what to expect in quality and condition when sales and orders are made on the basis of the U. S. grades. The letter reads in part as follows:

"In most of the terminal markets there is a Government Inspector who will inspect and certify the grades of hay if you request it. In the future when you order a car of hay from your local broker or jobber, request that he have the grade certified before he buys the hay which will insure you a better quality of hay and mean better satisfied customers. If you are buying from a broker or a jobber in a terminal market be sure to state U. S. Grade No. 1 and request that the certificate issued by the Government inspector be enclosed with the bill of lading."

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PEACH INSPECTION AT SHIPPING POINT STARTS IN WESTERN NEW YORK

Shipping point inspection on peaches is now under way in Western New York. The inspection service, conducted cooperatively by the State Bureau of Markets and the Federal Bureau of Agricultural Economics, is limited to the five important shipping points of Barkers, Albion, Medina, Hilton and Knowlesville. At these points growers' cooperative associations are handling heavy amounts, and they hope that the service this season will prove the need of greater expansion in 1925. U. S. grades for peaches are used as the basis for the inspection certificates.

MISSOURI COLLEGE OF AGRICULTURE OFFERS COURSES IN FARM ECONOMICS

To meet the need of the modern farmer for a business training that will enable him to deal advantageously with representatives of other industries, the Missouri College of Agriculture, Columbia, Mo., is offering a number of courses in rural economics, cooperative marketing, farm finance, and similar subjects.

The course in rural economics is followed by a course dealing with the economics of cooperation. This investigates more fully the principles of economics as applied to cooperation and is the foundation to cooperative marketing. In the courses in farm management the individual farm is held up to a critical analysis and the efficiency of its major enterprise is studied, then practical changes which should increase its efficiency are considered. Many actual farms are studied with special reference to the practical problems involved. A study of farm records is made, involving the keeping of careful records on every enterprise making up the farming system. Thus, in the course in farm accounting the student is taught how to keep careful records and how to utilize the results of his record keeping.

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SURVEY SHOWS INFLUENCES AFFECTING CONSUMER DEMAND FOR CRANBERRIES

A preliminary report showing some of the influences affecting consumer demand for cranberries in Washington, D. C., has just been issued by the Federal Bureau of Agricultural Economics. This is one of a series of studies made by the bureau to determine factors influencing the demand for farm products. The purpose of the survey was to determine the effectiveness of cranberry advertising in Washington by analyzing various factors that influence consumer demand for cranberries. The value of advertising in marketing farm products is a matter of importance to both producers and consumers. The Bureau of Agricultural Economics, realizing the need of this kind of research in connection with food-stuffs, has attempted to work out a system by which the results of artificial means of enlarging markets can be measured. The questionnaire method was used in gathering data from both consumers and dealers, and the report, just issued, sets forth the results of the survey.

Copies of the mimeographed report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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RETAIL MEAT MARKETING STUDY UNDER WAY

A study of efficient and inefficient methods of retailing meats by approximately 150 meat retailers in the cities of Chicago, Cleveland and New York is being made by the Bureau of Business Research of the Northwestern University School of Commerce and the Federal Bureau of Agricultural Economics. It is expected that the investigations will be completed and data compiled ready for publication by the middle of next March. Results of the study will then be published in a Government bulletin.

SHIPPERS URGED TO INVESTIGATE RELIABILITY OF COMMISSION FIRMS

California shippers are being warned of the danger in shipping their produce to unknown dealers, whether in California or other States. Dr. H. E. Erdman of the Division of Rural Institutions, University of California, Berkeley, recently put out the following statement:

"Numerous complaints have recently been voiced by farmers concerning apparent fraud in the sale of fruits sent to city dealers to be sold on commission. It is interesting to note that most of these refer to comparatively unknown concerns. Many farmers are inclined to trust too much to luck in selecting a commission firm and to accept advertisements of such concerns at their face value. Most of the instances of fraud could be prevented if farmers would consign only to reliable concerns. New concerns should be investigated before goods are consigned to them. Reliable concerns are to be found in every large market and a new concern, if reliable and businesslike, invariably makes credit arrangements with bankers in its city. Any local banker in California should be able to obtain for his customers information as to the reliability of various buyers in the larger California cities. A little precaution will head off a lot of trouble."

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COMMERCIAL APPLE EXHIBIT PLANNED FOR JERSEY FARM WEEK

Fruit growers of New Jersey are preparing to stage a striking demonstration of the State's prominence in the production of fine quality apples as a feature of the Farm Products Exposition to be held next winter in Trenton. The show will be given in conjunction with the annual Agricultural Week program, January 13 to 16. This, the second annual commercial apple exhibit, is under the auspices of the New Jersey State Horticultural Society the Horticultural Department of the State College of Agriculture, and the State Bureau of Markets. Cash prizes are being offered for the various displays. A special exhibit of boxed apples is interesting prospective competitors. This display will be one of the largest in the show.

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WISCONSIN CANNED PEAS MUST BE PROPERLY LABELED.

The Wisconsin Department of Markets, Madison, requires that all Wisconsin peas, sold under packers' labels, carry definite markings, showing the size of peas, quality and variety. This mandatory order, which took effect with the 1924 pack, gives the consumer a long needed protection.

The Department also issued an order making it mandatory that all packages of peas which have been soaked prior to packing be labeled as "soaked peas." Violations of these orders are investigated, samples of goods taken, and the evidence turned over to the Attorney General's office for prosecution.

PRODUCING SECTIONS OF CALIFORNIA DEFINED

The four main producing districts of California, as referred to in the market reporting work of the Federal Bureau of Agricultural Economics, are defined, as follows, for the benefit of users of the Government's market reports:

1. The Northern California District extends northward from a line following the north shore of the Golden Gate, San Pablo Bay, Carquinez Strait, Suisun Bay, and then following the north shore of the San Joaquin River to Stockton, including Stockton; thence along the line of the Southern Pacific Railway to Milton, but not including that line; thence eastwardly through the center of Calaveras County; thence along the western and northern boundary lines of Alpine County to the Nevada State line.
2. The Central District of California includes the territory extending southward from the line described in Paragraph 1, to a southern boundary beginning at Santa Barbara along an imaginary line to Mojave and including that town; thence along an imaginary line from Mojave to the western end of the State Range, along that range of mountains to the southern boundary of Inyo County; thence along the southern boundary of that county to the Nevada State line.
3. The Southern District of California extends southward from the line described in Paragraph 2, taking in all the balance of the State with the exception of that portion of Imperial County south of an imaginary line running due east and west through Niland.
4. The Imperial District is that portion of Imperial County south of the imaginary line through Niland, and includes the town of Niland.

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STATISTICS OF AGRICULTURAL EXPORTS AND IMPORTS COMPILED

A summary of statistics of agricultural exports and imports to be considered in adjusting agricultural production to foreign demand has been compiled by the Federal Bureau of Agricultural Economics. The summary shows the area and production of some of the important crops and production of meats, the quantity exported, the destination of these exports; and for the purpose of showing what countries are our principal competitors, the origins of the imports of the most important foreign consumer of our products. A similar compilation bearing the same title was prepared in April 1923. Copies of the statistical summary may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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STUDY POSSIBILITY OF APPLYING MUNSELL COLOR SYSTEM TO GRAPE FRUIT

The possibility of using the Munsell Color System to determine the stage of maturity of grape fruit is now being studied by the United States Department of Agriculture. The application of the Munsell System to the grading of alfalfa hay is arousing much interest, and specialists of the Bureau of Chemistry are studying the system and the apparatus used in the Federal Hay Laboratory to see if the same principles can be applied to grape fruit.

UNIVERSITY OF MINNESOTA PUBLISHES NEW BULLETIN ON MARKETING

Sixteen weighty problems which local cooperative marketing companies have thus far been unable to solve are discussed at the outset in Bulletin 211, entitled "Cooperative Central Marketing Organization," of which J. D. Black and H. B. Price of the division of agricultural economics, University of Minnesota, St. Paul, are authors.

It is the conclusion of the authors that a properly organized and managed overhead or central marketing organization could help greatly in reaching correct solutions. Potential gains on Minnesota products from eight of the most important improvements in the marketing system or in production as it relates to marketing, are given rank in the following order of importance: Stabilizing productions, improving the organization of the locals, improving the quality of products, controlling flow to market, better sorting and grading, better distribution of product, advertising and developing markets, and price control.

In probable gains for the next ten years better sorting and grading is given first rank, with better distribution second, and improving quality third, "The probable gain in the next decade from the eight sources mentioned," say the authors, "will probably range for the various products from less than two per cent to more than ten per cent, with an average of less than five per cent."

That there is no magic formula that insures success, no royal road, is the conclusion of the two economists, who agree that "developing successful cooperative marketing methods in the central market is a slow, hard process, as it has been in the local market."

Copies of the bulletin can be obtained on request from the Division of Publications, University of Minnesota, University Farm, St. Paul, Minn.

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MEASURING THE MELON MARKET

"Measuring the Melon Market" is the title of a preliminary report just issued by the Federal Bureau of Agricultural Economics in cooperation with the Port of New York Authority. This is a comprehensive study of the New York City watermelon situation. Five charts showing supply and price trends are used to illustrate the text. Copies of the mimeographed report may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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ECONOMIC STUDY OF FARMING MADE IN SOUTHWESTERN NORTH DAKOTA

"An Economic Study of Farming in Southwestern North Dakota" is the subject of Bulletin 180 recently published by the Experiment Station of the North Dakota Agricultural College, Agricultural College, N. D. The study was made jointly by Rex E. Willard, Farm Economist with the North Dakota Agricultural College, and L. A. Reynoldson, Assistant Agricultural Economist with the Federal Bureau of Agricultural Economics.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 15, 1924.

Vol. 4, No. 42.

CALIFORNIA PROMULGATES GRADES FOR BEANS

California grades for small beans and for lima and baby beans have been promulgated by the California Department of Agriculture, Sacramento, and became effective October 15. Descriptive standards for lima and baby lima beans are as follows:

There shall be three official grades for lima and baby lima beans: (1) Extra Choice recleaned; (2) Choice recleaned and (3) Sample Grade. These grades are definite and do not vary from year to year.

Should climatic conditions create exceptional damage to the bean crop there may be established, in cooperation with the growers and dealers, a No. 1 grade, which shall apply to the specific season's crop only.

Beans not meeting the requirements of either extra choice recleaned or choice recleaned shall be graded sample grade, except in the event of the establishment of a No. 1 grade. In the latter event beans not meeting the requirements of extra choice recleaned, choice recleaned or No. 1 shall be graded as sample. All percentages shall be determined by weight. Beans containing moisture in excess of 16 per cent shall not be graded.

Descriptive standards for choice recleaned California-grown small beans are:

Choice recleaned beans, other than any variety of limas, to contain not less than 98 per cent sound, merchantable beans and not over 2 per cent in the aggregate of damaged, discolored, other beans, splits, adobe and, or, other foreign matter, and in no case more than 1 per cent of any one of the defects herein mentioned, except splits. A tolerance of 2 per cent shall be allowed for splits in the absence of any other defect. The grades provide for the necessary tolerances.

Inspection offices are provided by the State Department of Agriculture, where inspections will be made and a State certificate secured.

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CONSUMER DEMAND FOR MEAT IN PHILADELPHIA BEING STUDIED

A study of the consumer demand for meat in Philadelphia is now being made by the Pennsylvania State Bureau of Markets, Harrisburg, and the Federal Bureau of Agricultural Economics. Six hundred questionnaires will be secured from representative population groups, by interviewers directed by the two cooperating agencies.

VIRGINIA APPLE SHIPMENTS CARRY WIDE VARIETY OF MARKINGS

A wide variety of terms is being used on apple shipments from Virginia this season, since there is no law in that State requiring special markings, according to recent advice from F. Earl Parsons, Standardization and Inspection Specialist with the State Division of Markets, Richmond. A No. 1 grade designation is the term principally used, but in some instances special terms are used such as "extra fancy," "fancy," "choice," etc. These terms are used principally to indicate differences in size, for practically all the marks meet the No. 1 grade requirements, Mr. Parsons states. Apples which only meet the No. 2 requirements or apples of unclassified character, are usually marketed in barrels carrying only the grower's name and the variety of the fruit. Occasionally the size and grade designation are also given.

Twenty-one men are now engaged in the State Inspection work, and more will be employed as the season advances. These men are located with inspection rings or groups of growers in most of the major fruit-growing counties in Virginia. Daily visits are made to each packing crew that is a member of an inspection ring, and packed barrels are opened from each day's pack. The grade examination is made on the U. S. apple grades and is based on samples of 40 to 50 pounds taken from each barrel examined. Lots which meet the requirements of the U. S. No. 1 grade are permitted to be stamped with the State Inspected stamp on each barrel. The wording of this stamp is "Inspected as Packed, 1924. State of Virginia - Division of Markets."

On any day the inspector finds the pack below grade requirements, the stamp is taken from the grower until such time as the pack is prepared in accordance with the grade. The stamp is also removed from all mismarked barrels.

In connection with the special terms "fancy," as used by many of the buyers in Virginia, the State Division of Markets has prepared a special stamp with wording identical with the other except that the term No. 1 grade is incorporated. This stamp is being used on such lots as carry these special markings and yet meet only the requirements of the U. S. No. 1 grade.

In a few instances the Inspection Service is using a special stamp, triangular in shape bearing the words, "Not Inspected when Packed, Virginia Division of Markets - No. 2 Grade." The numeral 2 is one inch in height and occupies the central position in the stamp. Only a few growers, however, are using this stamp, and the bulk of the No. 2 grade is going out in barrels unmarked for grade. Mr. Parsons states that next season the State Division of Markets hopes to have regulations prepared which will provide for uniform marking of the apple shipments.

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FRUIT AND VEGETABLE STATISTICS GIVEN IN YEARBOOK SEPARATE

Fruit and vegetable statistics, as compiled in the 1923 Yearbook of the United States Department of Agriculture, are reprinted in Yearbook Separate, No. 900. Copies of this publication may be obtained from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

BETTER HAY FOR THE GOVERNMENT

A course in hay grading is now required at the Army Veterinary School. Two of the veterinary officers who were trained last winter at the Hay Laboratory of the Federal Bureau of Agricultural Economics, plan to give a course in Federal hay grading to the classes each winter. Numerous complaints as to the quality of the hay delivered to the Army have convinced the officers in charge that a knowledge of hay grades is necessary.

Officers at several Army Posts have recently sent samples of hay to the Federal Hay Laboratory to be graded in order that they could be assured that the hay delivered at the Posts was of the grade ordered.

Another way has also been found to combat some of the trouble of deliveries of poor grade hay. Two cases have been reported to the Federal Bureau of Agricultural Economics recently where it appeared that attempts would be made to deliver low grade hay on Government contracts. Both cases were immediately reported both to the Quartermaster Department and Veterinary Corps of the U. S. Army, with the result that it is believed the contractors have found that such fraud can not be practiced any more.

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ACCOUNTING WORK POPULAR WITH WISCONSIN COOPERATIVES

That farmers are becoming more interested in the business end of marketing is shown in the report of the accounting department of the Wisconsin Department of Markets, Madison. This line of work is becoming very popular and the men engaged in it are unable to keep caught up with the many applications made for accounting installations and audits. Many of the audits are made for the purpose of checking up on the operations of a cooperative marketing organization and finding out where the leaks are occurring that are causing the books to show losses instead of gains. Installations are made where cooperatives find their method of accounting is inadequate and where there is a need for a more complete system of keeping records and accounts. During the past season installations have been made in ten creameries, ten warehouses, three oil stations, and one cheese factory, and applications for a number of other installations are now on the waiting list.

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UTAH WANTS NEW LAW GOVERNING AGRICULTURAL INSPECTION WORK

Important changes in the present law governing agricultural inspection work and its financing will be asked of the 1925 legislature by the Utah State Board of Agriculture when the legislators meet in January. Under the present law the work is financed by a tax levy of one tenth of a mill which may or may not be made, according to the discretion of the county commissioners. This arrangement is unsatisfactory because only a portion of the counties have accepted the project, thus disrupting the whole work of the Board. The new law, if passed, will provide for carrying on agricultural inspection work all over the State.

NATIONAL RADIO CONFERENCE SOLVES MANY TECHNICAL PROBLEMS

The third National Radio Conference in session in Washington during the week of October 6, was confronted by a most complex array of problems, many of which were highly technical. Matters relating to program material commanded most attention. The conference declared itself as unalterably opposed to any type of monopoly in broadcasting. The problem of stations using power greatly in excess of that now permitted was discussed. It was agreed that without high power it would be impossible to render regular and dependable service to the rural communities of the country.

Interconnection of broadcasting stations by wire lines and by radio was discussed from the standpoint of the development of a National service. The importance of this from an agricultural standpoint is easy to see. With large numbers of broadcasting stations sending out the same programs simultaneously, it would be possible to bring before the American public the significance of various farm problems and to place in the hands of all farmers information which is of general interest.

Interest in radio broadcasting on the part of some of the most powerful corporations in the country, including newspapers of National circulation, indicates very clearly the importance of radio. It seems safe to predict that radio broadcasting will become as great or greater a medium in reaching the public than are present day newspaper and press services.

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TENTATIVE GRADES FOR SOY BEANS ISSUED

Tentative grades for soy beans have been prepared by the Federal Bureau of Agricultural Economics and are being brought to the attention of Boards of Trade and Merchants Exchanges with a view to having them used on this season's crop. The Grain Dealers National Association at its annual meeting at Cincinnati, September 24, passed a resolution to support the Government in the issuance of the tentative grades.

The grades have been worked out primarily from the standpoint of the industrial uses of soy beans but they may also be used in the marketing of commercial stocks of soy beans for seed purposes. Commercial production of soy beans has increased at a phenomenal rate during the past few years and the need for grades for this commodity is keenly felt.

Mimeographed copies of the tentative grades may be obtained from the Hay, Feed and Seed Division, Federal Bureau of Agricultural Economics, Washington, D. C.

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TO INSTRUCT EUROPEAN ASSOCIATIONS IN USE OF UNIVERSAL COTTON STANDARDS

In connection with the application and use of the universal cotton standards in Europe, William I. Holt, a member of the New York Board of Cotton Examiners, sailed for London last week. Mr. Holt will work through the trade associations which are parties to the standards agreements with the United States Department of Agriculture as a "service man" to facilitate and promote the use of the standards.

COOPERATIVE MARKETING AND PRICE STABILIZATION DISCUSSED IN ARTICLE

"The Organization of Agriculture in relation to the Problem of Price Stabilization" is the subject of an article by W. P. Camp, Associate Professor of Rural Institutions at the University of California, Berkeley, which appeared in the June and August numbers of the Journal of Political Economy.

Part I, gives a brief history of two of the leading types of organization in California and shows how two very different organizations developed in that State to meet very different marketing and credit problems. Dr. Camp indicates that the system of distribution of a farm product bears an intimate relation to the price received for the product. In this assumption he states that he is at variance with the classical assumptions which make the distributing channels and agencies a colorless and passive medium for the operation of the so-called natural laws of supply and demand.

In Part II the analysis points out the relation of marketing and bank credit to agricultural prices and to the business cycle. Some phases of the complexity of the problem of price stabilization, which the organization of growers very commonly seeks to solve, are indicated. Dr. Camp points out that the growers in California have made price changes more gradual, notably since the crisis of 1920; but, being without power of controlling output, they must expect to be less able to stabilize prices than manufacturers, and for this reason of having less power to limit the rate of production, they must on an average tend to have lower selling prices than buying prices.

Dr. Camp states that he has a limited number of reprints of this article which are available for distribution.

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PAMPHLET ANSWERS QUESTIONS REGARDING U. S. WAREHOUSE ACT

Questions and answers about the storage of agricultural products in warehouses under Federal supervision as provided for in the United States Warehouse Act, are contained in a pamphlet, "Warehousing Farm Products under the U. S. Warehouse Act," recently issued by the Federal Bureau of Agricultural Economics. The purpose of the pamphlet is to make clear the provisions of the U. S. Warehouse Act, which became a law on August 16, 1916. This act provides for the licensing and bonding of public warehouses storing agricultural products under conditions intended to establish the integrity of their receipts and make these receipts generally acceptable as security for loans.

These federally licensed warehouses are not Government institutions. They are neither owned nor operated by the Government, but by individuals or companies as private business enterprises. They are, however, regularly inspected and carefully supervised by the Government, acting through the Department of Agriculture. This supervision gives to warehouse receipts issued by federally licensed warehouses a superior standing as collateral for loans.

The pamphlet above mentioned, deals only with the Federal warehouse act. The Department of Agriculture has no authority over warehouses other than those licensed under the Federal act.

EXAMINATION FOR HAY STANDARDS HELPER ANNOUNCED

An examination for hay standards helper has been announced by the United States Civil Service Commission, which will be held throughout the country on November 19. It is to fill vacancies in the Federal Bureau of Agricultural Economics at an entrance salary of \$900 a year. Advancement in pay may be made without change in assignment up to \$1,260 a year.

Applicants must have had at least six months' experience in a laboratory in the preparation and analysis of commercial hay or feed.

The duties of the position are to assist in the hay standardization laboratory in the separation of hay samples for analysis and to assist in the preparation of display boxes for use in connection with hay standardization and investigational work.

Competitors will be rated on practical questions on the handling of hay and factors which affect its standardization value; and education, training and experience. Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C.

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CONNECTICUT ISSUES BULLETIN ON VEGETABLE STORAGE

"Vegetable Storage" is the title of a new storage bulletin recently issued by the Extension Service of the Connecticut Agricultural College, Storrs. It was prepared by A. E. Wilkinson, vegetable specialist, to meet a demand for information on the storage of vegetables, both for better marketing of vegetables and for increasing the home supply of fresh garden products.

For the commercial grower, Mr. Wilkinson points out, storage results in a spreading of the money income period. It enables growers to hold some crops for better markets by avoiding the period of gluts and low prices. For the home gardener it provides a means of widening the diet by extending the period for fresh vegetables. Storage, it is contended, is both cheaper and easier than canning or drying.

The bulletin not only gives directions for constructing satisfactory storehouses and of utilizing cellars, earth banks, etc., but contains helpful information on the proper handling of vegetables for storage.

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REPORT SHOWS RESULTS OF AGRICULTURAL SURVEY OF FRANCE

An analysis of the trend of agricultural production in France is presented in a mimeographed report entitled, "An Agricultural Survey of France," recently published by the Federal Bureau of Agricultural Economics. The survey was made by Asher Hobson, American Delegate to the International Institute of Agriculture at Rome, Italy.

Copies of the report may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 22, 1924.

Vol. 4, No. 43.

FRUIT AND VEGETABLE MARKETING STUDY TO BE MADE IN EUROPE

A study of the marketing of fruits and vegetables, peanuts and other American farm products will be made in Europe by Edwin Smith, recently appointed in the Federal Bureau of Agricultural Economics as an Assistant Chief Marketing Specialist. The study will be made to determine: (1) the market requirements and trade preferences of European markets importing these agricultural products, with a view to improving our present methods and enlarging our outlets; (2) the amount of actual and potential competition in these markets from other surplus-producing countries; (3) the distribution within the importing countries; (4) the grade and quality of American products arriving in foreign ports, with a view to determining the practicability for export trade of the grades recommended by the U. S. Department of Agriculture. Mr. Smith also expects to develop contact through which Governmental agencies and foreign importing trade may be familiarized with the Department's plans for the standardization and inspection of farm products.

Mr. Smith, who is a former employe of the Bureau of Agricultural Economics, will sail shortly for Europe. He will have his headquarters at Marseilles, France, but will study fruit and vegetable conditions in the United Kingdom and Continental Europe.

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BOX PACKING OF APPLES TRIED IN WISCONSIN

Apple growers of Wisconsin are experimenting again this year in packing their fruit in boxes for Eastern trade. Last year, B. B. Jones, Standardization and Inspection Specialist with the Wisconsin Department of Markets, Madison, urged the growers to try box packing. This method of packing had never been attempted in Wisconsin before. He instructed two packers in the work and helped them pack two carloads of boxed stock which was sold in New York City for prices which brought the growers much more money than stock marketed in barrels and baskets.

On account of the previous year's success, the growers' cooperative association at Sturgeon Bay decided to enlarge the box packing business and secured two expert packers from Yakima, Wash., who are now packing about twenty carloads of choice fruit. The Department of Markets, with the assistance of these two western packers, is conducting packing schools so local packers can learn the work and take care of it in the future. The State marketing officials are of the opinion that box packing has come to stay and the amount so packed will increase each year.

STATE-WIDE EGG CANDLING SCHOOLS CONTEMPLATED IN SEVERAL STATES

Plans for holding State-wide egg candling schools were considered at the annual meeting of the National Poultry, Butter and Egg Association held in Chicago last week. Representatives of the State associations in Illinois, Indiana, Kansas and Iowa were particularly interested in arranging for schools where superintendents of egg candling plants can learn how to candle eggs in accordance with the Federal tentative grades for eggs. The superintendents of the plants will then be expected to teach their individual candlers how to apply the grades to eggs marketed through their plants.

Minnesota is planning to hold an egg candling school the last two weeks of January. It is expected that the State extension forces and the Federal Bureau of Agricultural Economics will cooperate.

The National Poultry, Butter and Egg Association went on record as favoring the National egg standardization program which the Federal Bureau of Agricultural Economics is recommending, and pledged its cooperation in putting the program into effect. A committee is to be appointed by the association to meet with specialists of the Bureau in bringing about permissive uniform standards, classes and grades for eggs, and in establishing an inspection service.

The market news work on butter, eggs and cheese, which the Federal Bureau is conducting was favorably endorsed by the National Association. The association went on record in advocating an adequate appropriation for the Federal Bureau to perform this branch of the market news service which producers and distributors of butter, eggs and cheese consider of great value in the conduct of their business.

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BUTTER INSPECTION SERVICE VERY POPULAR IN MINNESOTA

Much interest is being shown in the butter inspection work in Minnesota, which is being conducted cooperatively by the State Department of Agriculture, and the Federal Bureau of Agricultural Economics at St. Paul and Duluth. All butter put out by the Minnesota Cooperative Creameries Association, Inc., under the trade name, "Land O'Lakes Sweet Cream Butter" is government inspected. Attractive labels bearing the Government inspection stamp, showing the score of the butter and the date on which inspected, are placed on each tub of butter shipped by the association.

The pound carton packages also contain a Government inspection certificate. Every churning is inspected by an official government inspector before it can be labeled Land O'Lakes butter. This association has also set a standard of purity for its brand of butter, using only cream produced by 100 per cent tuberculin-free herds.

Inside each carton a slip, bearing the number of the certificate of quality, and the signature of the Federal-State butter inspector, is the consumer's guarantee that the quality of butter was 93 score or higher.

C. W. Fryhofer, formerly with the Federal Bureau of Agricultural Economics, has recently been reappointed to be in supervisory charge of the butter inspection service in Minnesota.

AGRICULTURAL ECONOMIC SURVEY BEING MADE IN BENTON COUNTY, OREGON

Interest in the agricultural economic surveys, which the Federal Bureau of Agricultural Economics has been assisting to conduct in various parts of the country, is spreading. The Extension Service of the Oregon Agricultural College, Corvallis, with the cooperation of the Federal Bureau, is now making a survey of the present production and consumption of agricultural products in Benton County, Oregon, in order to determine the present facilities for marketing produce and to consider the need and feasibility of establishing some kind of produce exchange in the city of Corvallis.

Benton County from an agricultural standpoint is typical of the Willamette Valley in which it is situated, the College authorities state. It has an area in excess of a quarter of a million acres, less than a half of which is improved. Corvallis, located in the west central part of the county, is the one large town of the county through which most of the imports and exports of agricultural commodities move. It is the home of the Oregon Agricultural College where 3,000 students are annually enrolled. In the past few years there has been a growth of small farms around the city. The community apparently consumes many more fruits and vegetables than are produced locally. General farming prevails, although there are some of the best of truck lands in the county only partially developed. There is a local cannery not adequately supplied with produce. College fraternities and sororities do their purchasing through a cooperative purchasing agency. There is no established agency for an exchange of produce between the farmers, merchants or cooperative agency purchasing for the student clubs and fraternities.

To determine the exact facts regarding these local conditions, the study is being made. An agricultural economic conference will be held in Benton County in January, 1925, at which time the production and marketing facilities of the county will be discussed, and plans presented for improving the situation.

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ECONOMIC STUDY OF GRAIN ELEVATORS BEING MADE IN MINNESOTA

A study of the economic organization and management problems of country grain elevators is being conducted cooperatively by the University of Minnesota and the Federal Bureau of Agricultural Economics. A specific analysis will be made of the economic organization of approximately 50 different country elevators, selected so as to furnish a sample of different conditions and methods. The data gathered will be for the crop year 1923-24. The analysis will include the costs of handling different grains, and the costs of cleaning, storing, buying, selling, etc., of a representative group of elevators in the hard red spring wheat producing area.

It is expected that from this study it will be possible to obtain definite suggestions as to the requirements for successful organization and operation of country elevators, for the guidance of grain farmers and farmers' grain marketing organizations. The study will be finished by July 1, 1925.

MISUNDERSTANDINGS REGARDING LICENSED FEDERAL HAY INSPECTORS

Attention of the Federal Bureau of Agricultural Economics has been called recently to several cases where hay was represented as having been graded by Federal hay inspectors when this was not true.

These statements were made in most instances to shippers by buyers who had either rejected the hay or demanded a concession in price on account of the quality or condition. Investigation indicates that this was not intentional misrepresentation but due to misunderstanding of the Federal Hay Inspection Service by the buyers.

The men who made the inspections in most cases were licensed to grade grain under the United States Grain Standards Act, and the buyers assumed, without making any investigation, that these men were also Federal hay inspectors.

Some grain inspectors licensed under the United States Grain Standards Act are also Federal hay inspectors. Others are not but inspect hay under State laws or the authority of the local exchange or chamber of commerce by which they are employed. No case has been found where the certificates for hay issued by the latter class of inspectors could be construed in any way as Federal certificates. They all indicate clearly the authority under which they are issued.

It is suggested that when any interested person is in doubt whether the inspection of a lot of hay has been made by a Federal inspector he either consult a recent list of Federal hay inspectors or examine the certificate carefully to be sure it is a Federal certificate. All Federal certificates have the words "United States Department of Agriculture" printed at the top in large type. Lists of Federal hay inspectors may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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REGULATIONS GOVERNING EGG GRADING ISSUED IN CALIFORNIA

Regulations governing the grading and labeling of eggs have been issued in revised form by the California State Board of Health, Sacramento. The State Board has suggested to all branches of the egg trade that the U. S. tentative grades for eggs be used as the basis for marketing eggs. The three grades to be recognized in California are, "U. S. Specials," "U. S. Extras," and "U. S. No. 1." This action was taken by the Board because of the many misunderstandings which exist in the egg trade concerning proper methods of labeling eggs in compliance with the State Food Laws.

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LIVESTOCK STUDIES TO BE MADE ABROAD

Conditions affecting the livestock industry in Europe, particularly the marketing of meat and animal products, are to be studied by A. T. Edinger of the Federal Bureau of Agricultural Economics, who sails this week for Europe. Mr. Edinger will also collect market information relating to supply and demand. He recently returned from Jacksonville, New Orleans, and Birmingham where he investigated the methods and practices of retailing meats.

APPLE GRADING DEMONSTRATION CAR TOURS COLORADO

An apple grading demonstration car has been touring the commercial fruit districts of Colorado. The car was equipped and operated cooperatively by the Colorado Director of Markets, the State Agricultural College, and the Agricultural Department of the Denver and Rio Grande Western Railroad.

E. F. McKune, in charge of the State-Federal inspection work in Colorado, arranged an exhibit of two types of Northwestern apples now moving into the terminal markets. Extra Fancy and "C" grades were shown, giving Colorado producers a chance to see what they must compete with in the terminal markets. Another exhibit showed the unwrapped tier of the same variety of apples as sent to market from Colorado. The face and fill pack as well as jumble pack were also shown.

Professor T. E. Summers, of the State Agricultural College, prepared some exhibits showing how bulk apples are disposed of in the larger cities through the cash and carry chain stores and the house to house peddler wagon and how this affects the better grade apples in the same market. Some instructive charts were compiled showing where Colorado apples are now marketed, and when the peak movement is on. Daily bulletins were posted showing the comparative prices of Colorado apples of different grades on the Denver market with Northwestern apples on the same market. The daily market quotations were telegraphed to the car.

Practical demonstrations in apple packing were given at each of the trade centers where the car stopped, and short talks on the advantages of sending attractively packed, and graded fruit to the markets, were given.

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VIRGINIA AND MARYLAND PLAN FOR HAY STANDARDIZATION WORK

A series of meetings will be held in the Shenandoah Valley of Virginia in the near future to discuss the Federal grades for hay and the inspection service which is now available in that State. N. A. Loucks, of the Virginia State Division of Markets, Richmond, recently licensed as a Federal hay inspector, visited the Washington office of the Federal Bureau of Agricultural Economics last week to make arrangements for these meetings.

Geary Eppley of the Department of Markets, University of Maryland, also a recently licensed Federal hay inspector, is likewise interested in getting the work started in his State. He has arranged to have K. B. Seeds of the Hay, Feed and Seed Division of the Federal Bureau, spend a day in Baltimore County, Maryland, with him next week visiting the various farms during the day and attending a meeting of farmers at Mt. Carmel in the evening.

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LIST COMPILED OF FEDERAL MARKET NEWS REPORTS ISSUED FROM BRANCH OFFICES

The periodical market news reports issued in mimeographed form at the various branch offices of the Federal Bureau of Agricultural Economics, have been compiled in a mimeographed list. Copies of the list may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

CROP BOARD TO PUBLISH COTTON ABANDONMENT FIGURES

Secretary of Agriculture Wallace has authorized the Crop Reporting Board to release cotton abandonment figures collected by the Board this year. These figures will be published October 25 as a supplement to the regular crop report issued on that date, and will show abandonment between June 25 and August 16, and between June 25 and September 16.

The decision to release the abandonment figures is in response to widespread demand for such a report. The Board points out, however, that it has already taken into consideration the question of abandonment in making its forecasts during the season, and will continue to do so in its remaining reports. Abandonment, therefore, is already discounted in the forecasts.

The abandonment figures will be published without interpretation by the Crop Board inasmuch as there is no comparable data as of the same dates for previous years. The ten-year average abandonment as reported by correspondents on December 1 in previous years will also be given. The Board points out that in making comparison between the figures for this year and previous years, the figures for this year relate to abandonment between June 25 and August 16 and between June 25 and September 16, whereas the figures of the reported average abandonment for previous years cover the period between June 25 and December 1.

It is announced also that in the October 25 forecast consideration will be given not only to the pears, but also to the estimates of probable yield per acre which are being secured from correspondents, the quantity of cotton ginned to October 18, and all other known factors.

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APPLE GRADING MACHINES USED IN NEW HAMPSHIRE

Apple grading machines are being used successfully in New Hampshire this season. Six machines are now in use in the apple producing sections of the State. Machine grading of apples is being recommended by Professor G. F. Potter of the University of New Hampshire, Durham, in orchards or communities where as many as ten carloads of apples are produced yearly. It is estimated that about 80 carloads of New Hampshire apples will be graded in this manner this fall. The apples are run over revolving strands that twist them so that the grader can see all sides, and are then dropped in eight different compartments according to weight.

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NATIONAL EGG STANDARDIZATION PROGRAM FAVORED BY MINNESOTA PRODUCERS

Hearty endorsement of the National program for egg standardization was given at the six one-day egg standardization meetings recently held in Minnesota. These meetings of egg producers, country merchants, and egg dealers and shippers, were held by the Minnesota State Department of Agriculture, the State Dairy and Food Commission, the Extension Service of the University of Minnesota, and the Federal Bureau of Agricultural Economics cooperating.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



October 29, 1924.

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FOREIGN CHEESE FEDERATION PROPOSED IN WISCONSIN

An intensive campaign to organize a federation for the sale of the foreign type of cheese made in Wisconsin is now being waged by farmers' organizations with the assistance of the Wisconsin Department of Markets, the State Department of Agriculture and the College of Agriculture of the University of Wisconsin.

The general plan under which the pool is to be organized is to federate cooperative foreign cheese factories into a central selling organization. It is proposed that the local cheese factory associations become members of the central organization so as to own and operate it and that each local association contract to sell its cheese output over a period of years to the central federation. All sales by local factory associations will be to the one central federation, but the pools will be district pools, each pool bearing its own freight differentials, storage costs and administration expense. Separate storage corporations will be organized.

In order to protect the individual farmer members from personal liability it is proposed to incorporate the federation, the district cooperative cheese storing companies and the local cheese factory associations. Each local cheese factory is expected to take one share of the stock of the central sales organization. Such share will entitle the local to its voice in the management of the federation. The initial capital stock of the central sales organization will be \$1,000 which will be gradually increased until the federation feels that it has sufficient capital to give it a substantial credit standing with the banks. Each local cheese factory association will also be expected to take one share of the common stock in the storage company which will give it voting and controlling power in the company. The pool will be based on a three-year contract.

General and factory meetings are now being held throughout the foreign cheese manufacturing districts of the State, to explain the detail workings of the federation plan.

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COOPERATIVE MARKET NEWS SERVICE RESUMED IN FLORIDA

The cooperative market news service at Jacksonville, Fla., was resumed last week with the re-installation of the Government's leased wire from Atlanta to Jacksonville. The service is conducted cooperatively by the Florida State Marketing Bureau and the Federal Bureau of Agricultural Economics.

CONSUMER DEMAND FOR MILK STUDIED IN PHILADELPHIA

A consumer survey just completed of representative families shows that the average consumption of milk in Philadelphia is 2.96 pints per family per day, and greatest among those with higher family income. The survey was made by the Federal Bureau of Agricultural Economics in cooperation with the Pennsylvania State Bureau of Markets and several local organizations to determine the factors that control and affect the use and consumption of milk.

The 400 families surveyed were divided into 8 groups of 50 each according to income, race and nationality. Of the various groups, the Jewish group showed the highest consumption of milk. Smallest consumption was found among the Colored and Italian groups. Nearly half the Jewish people interviewed said that milk was the most important food in their household. The Italians as a class prefer other beverages to milk. The Colored group was lowest in per capita consumption of fresh milk, but highest in consumption of buttermilk.

It was learned that a large percentage of children under three years of age drink milk, but that with advancing age this percentage gradually and steadily decreases. If milk consumption is to be increased, declare the officials in charge of the survey, the increase must come within the class of older children and adults. The survey brought out the fact that 54 per cent of the children were drinking milk in school, and the mothers felt that drinking milk in school had induced children to drink more milk at home.

Fifty restaurants were studied to determine how the use of milk in such places differs from the use of milk in homes. More milk is sold for drinking in cafeterias than in any of the other classes of restaurants. It was found that whereas two-thirds of the milk used in homes is for drinking and one-third for other purposes, the proportion is the reverse in restaurants.

A copy of the complete report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

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EXPERIMENTS IN POULTRY MARKETING BEING CONDUCTED IN MASSACHUSETTS

Experiments in poultry marketing are being conducted by the Extension Service of the Massachusetts Agricultural College, Amherst, to show producers the best methods of preparing their poultry for market. Practical demonstrations in the two methods of marketing, alive and dressed, are given, so producers can determine the most profitable way of sending poultry to market. It is found that dressed poultry, attractively packed, brings the best prices. As a result of these demonstrations many poultrymen who witnessed them are taking advantage of the greater returns by dressing their poultry.

The Extension Service has arranged for a considerable number of these demonstrations to be held in the various counties so that an opportunity will be given to a large number of poultrymen to determine the difference to be gained in the two methods of marketing.

EXTENSION WORKERS SHOWN NEED OF EGG STANDARDIZATION PROGRAM

How egg standardization can be promoted by extension workers in the States is being explained by J. S. Jacoby of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, who is now on an extensive trip through the West. A week's work has just been completed in Colorado in cooperation with the egg specialist of the Colorado Agricultural College. Mr. Jacoby found that much must be done in Colorado to improve the quality of Colorado eggs to get them recognized in the large commercial markets. He learned that practically no eggs are bought on grade in that State, and very few eggs are bought on a candled basis. However, dealers expressed themselves as being in favor of buying eggs on a graded basis.

Before returning to Washington, Mr. Jacoby will conduct similar educational campaigns in New Mexico, Arizona, California, Oregon, Washington, Idaho, Utah, and South Dakota.

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LANTERN SLIDES SHOW ROADSIDE MARKETING IN CONNECTICUT

A series of 60 lantern slides on roadside marketing has been prepared by the Extension Service of the Connecticut Agricultural College, Storrs. Various kinds of stands and displays used by owners of roadside markets in Connecticut are pictured. The slides show some which are attractive and business getters and others which are the reverse. Mistakes frequently made by farmers going into roadside marketing are illustrated. The slides were prepared to teach farmers how to build an attractive stand, arrange tasteful displays and manage them efficiently.

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OKLAHOMA MARKET COMMISSION HAS FRUIT EXHIBIT AT STATE FAIR

A fruit exhibit was featured at the Oklahoma State Fair this year by the Oklahoma State Market Commission, Oklahoma City. A mechanical fruit sizer was used in demonstrating approved methods of sorting fruit to obtain the highest market price. H. B. Converse, State Grader with the Market Commission, who was in charge of the exhibit, believes that growers received profitable instruction in fruit grading and marketing from the display and demonstrations.

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WEEKLY AGRICULTURAL PROGRAM BROADCAST FROM CLEMSON AGRICULTURAL COLLEGE

A weekly agricultural radio program is now being given from Station WSAC operated by the Clemson Agricultural College, Clemson College, S. C. The programs include general farm news regarding crops, livestock and marketing, and timely hints on farming.

PENNSYLVANIA ENDORSES NATIONAL APPLE WEEK

In endorsing National Apple Week, October 31 to November 6, F. P. Willits, Secretary of the Pennsylvania Department of Agriculture, Harrisburg, called attention to the important steps that have been taken during recent years in the improvement of fruit production and marketing methods. The inspection of apples at shipping points is a notable advancement, he believes, for it enables the consumer to buy a product of dependable quality and reduces the loss and risks in marketing.

The State Bureau of Markets is cooperating with the State Horticultural Association in promoting the observance of Apple Week in that State. Producers, consumers, local fruit associations, railroads, banks, Chambers of Commerce, and other agencies are endeavoring to make this year's celebration surpass all other years.

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EGG GRADING DEMONSTRATIONS POPULAR AT OKLAHOMA FAIR

Much interest was shown in the egg grading demonstrations given by F. C. Old of the Federal Bureau of Agricultural Economics at the recent Muskogee Free State Fair at Muskogee, Okla. Mr. Old gave practical demonstrations to show the variations in Oklahoma eggs and pointed out the reasons why some eggs do not command good prices in the large city markets. He explained in detail the tentative U. S. grades for eggs and how selling on a graded basis brings increased profits to the producer. Samples of eggs were brought in by producers who wanted to find out the exact grades of the eggs they were sending to market.

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LAMB MARKETING DISCUSSED BRIEFLY IN NEW MEXICO CIRCULAR

A few pages of Extension Circular No. 80, "Observations on Range Sheep Management in New Mexico," published recently by the New Mexico College of Agriculture, are devoted to the culling and marketing of lambs and to the shearing of sheep. Preparation of the wool for market is also briefly discussed in this circular. Numerous illustrations are used throughout the circular to picture improved methods of sheep raising and marketing.

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REGULATIONS FOR WAREHOUSING DRY BEANS

Regulations for warehousemen storing dry beans under the United States Warehouse Act are printed in Service and Regulatory Announcement No. 87, by the United States Department of Agriculture. Copies of the printed regulations may be obtained from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

EXAMINATION FOR LIVESTOCK AND MEAT MARKET REPORTERS ANNOUNCED

An examination for livestock market reporter and meat market reporter has been announced by the United States Civil Service Commission. It is to fill vacancies in the Federal Bureau of Agricultural Economics at an entrance salary of \$2,400. Advancement in pay may be made without change in assignment up to \$3,000 a year. This is an unassembled examination and applications will be rated as received until December 30.

The duties of the livestock market reporters will be to interview members of the trade at livestock markets and obtain information relative to current supplies, movements, prices, and other market conditions pertaining to livestock, and to compile the information obtained in the form of concise, readable reports suitable for publication. The duties of appointees to the position of meat market reporters will be similar to those of the livestock market reporter, with the exception that he will obtain information on meats and animal products in the wholesale dressed meat markets.

Competitors will be rated on education, experience and fitness, and on writings submitted with the application. Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C.

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PROGRAM PLANNED FOR MEETING OF CALIFORNIA FRUIT GROWERS AND FARMERS

The California State Department of Agriculture is cooperating with the Sacramento Chamber of Commerce in arranging the program for the convention of California fruit growers and farmers to be held in Sacramento, December 9-11. General farm problems and legislative matters will be discussed at the convention. One of the subjects to come under discussion is the organization of a board of regents as an advisory body to the State Department of Agriculture.

Marketing problems as they affect the agricultural interests of the State will receive considerable attention. Several addresses on standardization and the future outlook for the marketing of California fruits and vegetables appear on the program.

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POULTRYMEN ADVISED TO FATTEN POULTRY FOR THANKSGIVING MARKET

Pennsylvania poultry owners are being reminded by specialists of the State Bureau of Markets, Harrisburg, that Thanksgiving Day is not far away and that the demand for fat poultry at that time is one of the best of the year. Flock owners are warned not to make the mistake of culling out the flock just a few days before Thanksgiving and selling the culls without proper fattening. At least three weeks or more should be allowed for proper fattening, specialists are telling the poultrymen, if they wish to profit from the better prices prevalent at this season of the year.

NEW BULLETIN ON STANDARD CONTAINERS PUBLISHED

Standardization of containers for marketing fruits and vegetables is an important problem that demands the attention of the general public. It is vitally necessary in the interest of a square deal that the exact content of these packages be generally known and that the different sizes be readily distinguishable from each other. Farmers' Bulletin, No. 1434, "Standard Baskets for Fruits and Vegetables," has just been published by the United States Department of Agriculture, and discusses this important subject.

Federal standards are now in force regarding the sizes of barrels used for fruits and vegetables and for cranberries, and Federal standards are fixed for grape baskets, berry boxes and small till baskets. A serious lack of uniformity is still to be corrected in the sizes of such packages as hampers, round stave baskets, splint or market baskets, and of many boxes and crates used in the marketing of perishables.

A number of illustrations are used in the bulletin to show the discrepancies now found in different containers. Included in the bulletin is a list of States which have standardized various types of fruit and vegetable containers with title and address of enforcing official.

Copies of this bulletin may be obtained from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

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BULLETIN DISCUSSES VIRGINIA APPLE MARKETING SITUATION

"Virginia Apples and the Southern Markets" is the subject of Bulletin No. 91, recently published by the Extension Division of the Virginia Agricultural and Mechanical College, Blacksburg, Va. The bulletin sets forth the results of a survey made of the apple markets of the South to determine the factors which are limiting the sale of Virginia apples in the Southern States, and to study methods of increasing their market value. Concise suggestions are offered as a means of affecting better marketing conditions. The solution of the problem, the author states, lies in creating a demand for Virginia apples that will enable them to withstand competition. "The secret of good marketing is largely a matter of good production," the author advises, "the use of good uniform standards, and the assembling of this standardized fruit so that it can be placed readily in the hands of the wholesale distributors."

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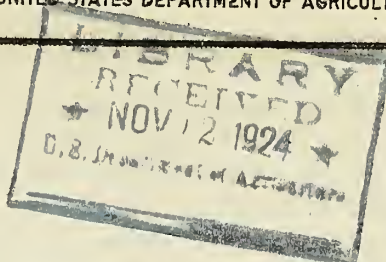
ADDITIONAL YEARBOOK SEPARATES NOW AVAILABLE

Among the Yearbook Separates for 1923, now available from the United States Department of Agriculture, are: No. 898, "Bread Grains"; No. 899, "Grains Other Than Bread Grains"; No. 901, "Crops Other Than Grains, Fruits and Vegetables, 1923"; and No. 902, "Farm Animals and Their Products, Part I, Cattle and Hogs." Copies of these publications may be obtained from the Office of Publications, U. S. Department of Agriculture, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
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Vol. 4, No. 45.

FARM CREDIT STUDY BEING MADE IN MINNESOTA

Farm credit and credit agencies are being studied by the University of Minnesota, St. Paul, in cooperation with the Federal Bureau of Agricultural Economics, to ascertain the volume, cost and terms of the various classes of farm credit. The relative efficiency of farm credit agencies, especially country banks, and the relation of farm debt to farm assets and farm income, are also being studied. A special analysis will be made of a group of country bank audits.

Data bearing on sources, costs and terms of farm credit will be secured from farmers, commercial and government credit agencies. A limited amount of field work will be done to collect material on farm debt, farm assets, etc.; for representative areas.

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EXPERIMENT IN ESTIMATING ACREAGE FROM AERIAL PHOTOGRAPHS

An experiment to determine conclusively the accuracy with which acreage can be computed from aerial photographs is now being conducted by the Division of Crop and Livestock Estimates, Federal Bureau of Agricultural Economics. A complete series of photographs of the rice territory in Louisiana has been made. From these the rice area will be computed by parishes and compared with the census figures when available. The fact that the census will represent the same crop year makes this an exceptionally good time for such a test. Depending upon accuracy of results, cost and time necessary for completing the computations, it may be found that aerial photography will provide an important means of determining the acreage of special crops so highly centralized as rice.

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CHAIRMAN FOR MIDWEST ECONOMICS RESEARCH COUNCIL CHOSEN

G. I. Christie, Director of the Agricultural Experiment Station of Purdue University, Lafayette, Ind., was selected chairman of the Midwest Agricultural Economics Research Council at a recent meeting of the organization committee of the Council. A Council meeting will be held in Chicago during the latter part of December.

NEW JERSEY WOMEN WELL INFORMED ON MARKET CONDITIONS

New Jersey housewives greatly appreciate the special market reporting service conducted for them by the State Bureau of Markets, Trenton. They no longer are in doubt as to the seasonal supply of fruits and vegetables, nor the fair prices which the retail grocer should charge. As a feature of the reporting service, information is compiled in weekly bulletins and furnished to a large mailing list of women's clubs and individuals. In a general publicity project, the public is kept informed through newspaper articles, released to papers throughout the State as to crop seasons and conditions. The campaign of information is carried a step further in organized municipal markets, such as that at Trenton, where newspapers publish a daily letter from the city marketing director, calling attention to crops in market, both domestic and imported, and to general market conditions that will interest the housewife.

This campaign of information has a three-fold benefit, State marketing officials find. In the first place, it gives the busy buyer from the home or hotel kitchen, up-to-the-minute details of the markets. Secondly, it aids dealers in handling seasonable surplus of any crop, and thirdly, because it stimulates trade when it is most needed, it aids the farmer by creating this greater demand when the supply is the largest, thus tending to eliminate the danger of glutted markets.

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PUBLIC SERVICE PATENT OBTAINED ON A GRAIN SIEVE

A public service patent has been granted by the Patent Office on a commercial and laboratory sieve which John H. Cox of the Federal Bureau of Agricultural Economics has recently invented. The sieve was constructed primarily to separate wild oats from barley, and watergrass seed from rice, although with modifications it can be adapted to other uses.

The sieve has a series of indents in regular order. Around the bottom of each indentation are a number of holes placed at regular intervals. These holes in the indentations are made of different diameters in the different sieves depending upon the diameter of the weed seed to be removed.

It is believed that this invention can be adapted to commercial cleaning machines and add to their usefulness in cleaning wild oats from barley, and watergrass seed from rice. The hand sieves for laboratory use are used to determine the amount of these weed seeds in the grain and will aid materially in determining the grade of the grain.

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NEW YORK TO ISSUE REVISED BULLETIN ON COOPERATIVE ASSOCIATIONS

A revised edition of Bulletin 150, "Cooperative Associations in New York State," will be issued by the New York State Bureau of Markets, Albany, about the first of the year. The revised bulletin will show the exact status of the cooperative movement in New York at that time.

STUDENT WOOL CHART EXTENSIVELY USED BY LOS ANGELES SCHOOLS

The student wool charts which are prepared by the Wool Section of the Federal Bureau of Agricultural Economics, primarily for use of students interested in wool production and marketing methods, are found to be of much value by a number of schools in instructing students in various textile operations. Distribution of these charts is limited to schools where extensive use of them can be made.

Tremendous circulation of the chart has been made through the Circulating Educational Museum which the Visual Education Department of the Los Angeles Schools maintains. All materials assembled for the Museum are circulated through the 296 schools within the Los Angeles School District. The various exhibits are subject to call by the teachers, in time to reach the classroom when that particular subject is being studied.

The student wool chart contains seven specimens of unwashed wool labeled in accordance with market terms for the grades shown. The specimens represent wool as it appears when shorn from the living sheep. In this condition it is known as "grease" wool. In "worsted" manufacture complicated operations transform the scoured wool from a loose mass to a somewhat uniform strand. Six samples show the results of important operations which take place in worsted manufacture.

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GHEENT EXCHANGE SIGNS COTTON AGREEMENT

The Ghent Cotton Exchange has signed the supplemental Universal Cotton Standards agreement with the United States Department of Agriculture, according to information just received from Edward A. Foley, Agricultural Commissioner for the Department at London.

This agreement, the terms of which were negotiated at a London conference last August, provides for an annual conference in Washington for the preparation of key sets of the Universal Standards as an added safeguard to assure the trade of uniformity in the sets used for arbitration purposes.

Other cotton exchanges which have accepted the agreement are those of Manchester, Bremen, Havre, Milan, Rotterdam and Barcelona, the latter comprising all the important organizations of this kind on the Continent. The original agreement providing for adoption of the Universal Standards and the manner of conducting arbitrations was signed by all the exchanges including the Liverpool Cotton Association in the fall of 1923.

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TENTATIVE SOY BEAN GRADES COMMAND WIDESPREAD INTEREST

Widespread interest is being shown in the tentative soy bean grades issued by the Federal Bureau of Agricultural Economics, October 1. The grades have been presented to commercial exchanges at the leading soy bean markets and are receiving favorable attention at Indianapolis, Cincinnati, Chattanooga and Richmond, and by the North Carolina Division of Markets.

HAY INSPECTION SERVICE PROVES VALUABLE IN NEW JERSEY

Value of State-Federal hay inspection service to shippers and buyers is being repeatedly demonstrated as this work is extended in New Jersey for the State Bureau of Markets, Trenton, by Guy E. Mayo, recently licensed as a Federal inspector. An illustration of how official inspection operates to protect the farmer or shipper was given a few days ago in the experience of a firm in middle Jersey, which shipped a carload of graded hay, on a jobber's order, to a customer of the latter. Claiming the hay was not up to standard the buyer refused to accept it at the grade price. The jobber asked for a reinspection, which was made by Federal inspectors in New York, who verified in detail the original inspection by Mr. Mayo, with the result that the buyer paid for the shipment, as ordered.

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GRAIN SORGHUM SCHOOLS BEING HELD

Grain sorghum schools are being held at seven different cities for inspectors who wish to make application for Federal grain sorghum licenses. B. E. Rothgeb, Federal Bureau of Agricultural Economics, is conducting the schools where instruction is given in the application of the U. S. Official Standards for grain sorghums, which become effective December 1.

Schools have already been held at Kansas City, Wichita and Oklahoma City. Additional schools will be held at Fort Worth, November 10; San Francisco, November 17; Portland, Ore., November 24; and Chicago, December 8. One other school may be conducted in the East if there is sufficient demand for it.

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ENGLAND ADOPTING AMERICAN METHODS OF GRADING AND MARKETING FRUIT

England is adopting American methods of fruit grading and packing, according to recent press notices. The Ministry of Agriculture has established a fruit grading and packing station at Cottenham, England, to care for the apples produced in the Cambridgeshire fruit district. A standard charge is made for each box of apples graded and packed. A similar station is planned in connection with the Herefordshire orchards. This is the first attempt in England to market apples on a strictly graded basis.

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NORTH DAKOTA COLLEGE STATION BROADCASTS WEEKLY MARKET REVIEWS

Weekly market reviews are now being broadcast regularly from the radio station operated by the North Dakota Agricultural College, Agricultural College, N. D. Special talks on marketing subjects also form a part of the programs arranged for the special benefit of the rural population.

SHIPPING POINT INSPECTION AVAILABLE IN MARYLAND FOR FIRST TIME

Shipping point inspection has had its first trial in Maryland and has been very popular among the limited number of fruit growers to whom it has been available. The service was made possible by the establishment of the State Department of Markets. This department, established by the State Board of Agriculture and administered through the Extension Service of the University of Maryland, College Park, has cooperated with the Federal Bureau of Agricultural Economics in maintaining shipping point inspection at Hancock, Easton and New Windsor. More than two hundred cars of peaches and apples have been inspected at these three points and the total number is expected to exceed five hundred before the close of the season.

The State Department of Markets is under the direction of F. B. Bomberger, assistant director of extension. S. B. Shaw, formerly specialist in horticulture for the University of Maryland Extension Service, is supervising the work for the State as chief inspector and specialist in marketing.

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STUDY OF LETTUCE GRADES CONTINUED IN NEW JERSEY

To determine how the tentative grades for lettuce are meeting practical purposes, the New Jersey State Bureau of Markets, Trenton, is checking up on crop and marketing conditions this season. B. W. Sherburne and G. E. Mayo of the State Bureau are continuing the survey among lettuce growers in the producing centers of Cumberland County before final action is taken on the tentative grades which the Bureau has recommended. The bureau seeks to ascertain the common practices of grading and marketing in order to arrive at a foundation for official standardization.

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POTATO PRODUCTION AND MARKETING SCHOOLS CONDUCTED IN MINNESOTA

A series of schools on potato production and marketing is being conducted in the chief potato producing counties of Minnesota by E. C. Johnson, Instructor in Agricultural Economics, and R. C. Rose, Plant Pathology Specialist of the University of Minnesota, St. Paul. Mr. Rose is instructing growers in methods of production and disease control, and Mr. Johnson in grading, storage and marketing problems.

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MARKET REPORTS BROADCAST REGULARLY FROM SALT LAKE CITY STATION

Federal-State market reports on fruits and vegetables are being broadcast daily, except Sunday, from station KDYL, Salt Lake City, between the hours of 6:30 and 8 o'clock. J. R. Duncan, local representative of the Federal Bureau of Agricultural Economics has asked that every person receiving the market reports in this way, advise him so he can determine the practicability of broadcasting the reports by radio.

EXAMINATIONS FOR AGRICULTURAL ECONOMISTS ANNOUNCED

Examinations for Junior Agricultural Economist, and Assistant Agricultural Economist have been announced by the United States Civil Service Commission, which will be held throughout the country on December 10. These examinations are to fill vacancies in the Federal Bureau of Agricultural Economics at an entrance salary of \$1,860 for Junior Agricultural Economist, and \$2,400 for Assistant Agricultural Economist. Advancement in pay may be made without change in assignment up to \$2,400 a year for the former position, and up to \$3,000 a year in the latter.

The registers of eligibles resulting from these examinations will be divided according to the following optional subjects: (1) Farm organization and cost of production studies, (2) Farm financial relations, (3) Agricultural history and geography, (4) Land economics, (5) Farm life studies, and (6) Foreign competition and demand.

Competitors will be rated on each optional subject chosen, on a thesis or discussion to be submitted on the day of examination, and on education and experience.

Full information regarding educational requirements of applicants and the duties of appointees to the respective positions may be obtained from the United States Civil Service Commission, Washington, D. C.

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NEW JERSEY PUBLISHES BULLETIN ON ROADSIDE MARKETING

Results of a survey of the roadside marketing business in New Jersey are given in Circular No. 77, "Farmers' Roadside Markets," just published by the New Jersey State Bureau of Markets, Trenton. New Jersey is unusually well adapted to roadside marketing because of its peculiar type of farm crops and its location along the great interstate highways of motor travel. Many markets of this type have sprung into existence along every country road during the last few years, some to meet with great success. Some of the reasons for their success were sought by Kenneth Hankinson, organization specialist with the State Bureau of Markets, and are listed in the new circular for the benefit of truck, fruit and vegetable growers of the State.

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DISCUSSES ECONOMIC FACTORS AFFECTING DAIRY INDUSTRY IN THE WEST

Economic factors affecting the dairy industry in the West are discussed in a mimeographed circular, under that title, recently prepared by Roy C. Potts, Specialist in charge of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics. Special reference is made to the Western States Extension Dairy Program and the economic factors which will be encountered in carrying out the program.

Copies of the circular may be obtained from the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, Washington, D. C.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 12, 1924.

Vol. 4, No. 46.

CORRESPONDENCE SCHOOL IN WOOL GRADING PROPOSED

A correspondence school in wool grading has been suggested by D. C. Rogers of the Missouri State Marketing Bureau, Jefferson City, as a practical method of teaching the Official Wool Standards to growers. In outlining his plan Mr. Rogers suggests that a set of the Official Standards and a set of 50 or more samples of wool, representing the various grades, be mailed to a prospective student. On blank forms, prepared for the purpose, the student would be required to indicate the grade of each sample of wool, after having endeavored to match it with the Official Standards. Each sample would be numbered and a record of the grade it represents retained at the office of the State Marketing Bureau. Upon completing the grading test, the chart would be returned to the Marketing Bureau where it would be examined and corrected. The corrected chart would then be sent the student for comparison and further study.

After the student has been tried out on this work, it is suggested that he be encouraged to hold a meeting of wool growers in his community for the purpose of giving them the benefits of this wool grading instruction and assisting them in classifying the wool samples in accordance with the U. S. Wool Grades.

Mr. Rogers believes that through this method of correspondence and home study a fair knowledge of wool grading can be acquired by wool growers of any community. With the cooperation of the Federal Bureau of Agricultural Economics, the Missouri State Marketing Bureau is going to try out this idea among 25 or more prominent wool growers in the State.

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OHIO INTERESTED IN REESTABLISHING A STATE DIVISION OF MARKETS

Movement is on foot to reestablish an active Division of Markets in Ohio. The Ohio Division of Markets was discontinued July 1, 1923, when position of chief of the Division of Markets was abolished by the State Legislature.

W. H. Lloyd, editor of the Ohio Farmer, is chairman of a committee which is interested primarily in strengthening and enlarging the marketing work in that State. He recently visited the Washington offices of the Federal Bureau of Agricultural Economics to discuss with various officials the scope of State Marketing work and to study the methods and schemes of operation of marketing bureaus now functioning in different States.

RESEARCH MARKETING STUDIES PROGRESSING IN MICHIGAN

Professor J. T. Horner of the Michigan Agricultural College, East Lansing, reports that progress is being made in the research studies which he has been conducting in addition to his teaching activities. A study of the Detroit milk market was made during the past summer and fall. This study included a survey of consumer demand for milk, similar to the surveys made in Philadelphia and Boston. The data are now being analyzed.

A bulletin on Marketing Michigan Potatoes, which Professor Horner has just completed is now in press and will probably be ready for distribution about January 1.

He is continuing his study of cooperation in Michigan. Personal visits are being made to the cooperative organizations and detailed information gathered regarding the operating methods used. By the first of January Professor Horner expects to have completed his survey among the cooperatives in the Southern Peninsula. The Upper Peninsula will be left until next summer.

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TURKEY MARKET REPORTS TO BE ISSUED AGAIN THIS YEAR

Market reports on turkeys will be issued again this year from Dairy and Poultry Marketing offices of the Federal Bureau of Agricultural Economics to several of the State Bureaus of Markets, beginning this week and continuing through the holiday season. Information will include prices and market conditions in the Chicago and New York City markets and possibly other terminal markets, also buying prices in Texas and the supply and movements of the turkey crop. The latter information will be furnished by the Division of Markets of the Texas Department of Markets and Warehousing, Austin.

State agencies interested in this particular phase of the Federal Market News Service should communicate with the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics, Washington, D. C.

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DEMONSTRATES USES OF UNIVERSAL COTTON STANDARDS

In an effort to promote the use of the Universal Cotton Standards, George Butterworth, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, has been conducting a series of grading demonstrations before members of various State cotton associations. He recently completed a series of demonstrations in 11 cities in the following States: Texas, Arkansas, Oklahoma, Louisiana, Mississippi, Alabama, Georgia, South Carolina, North Carolina and Tennessee.

He is now planning to revisit these associations and give subsequent demonstrations in the application and use of the lower grades for cotton.

AGRICULTURAL RADIO CONFERENCE TO BE HELD

An agricultural radio conference will be held in Chicago, December 4, under the direction of the United States Department of Agriculture. Consideration will be given primarily to the scope, organization, conduct and support of radio broadcasting. A general invitation is issued to Agricultural Colleges, State Departments of Agriculture, State Bureaus of Markets, farm organizations, farm papers, and broadcasting stations which emphasize the broadcasting of agricultural material to send representatives to this conference.

The farm population of the United States is greatly interested in radio broadcasting and in the service that it is rendering to agriculture. Because of this interest and the possibility of a greater service being performed through better organization and coordination of effort, a conference to discuss the various problems of agricultural importance in this connection should prove of value to all concerned.

C. W. Warburton, Director of Extension Work for the Department of Agriculture, is in charge of arrangements for the conference.

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WOOL GRADING SCHOOL TO BE HELD IN MISSOURI

Instruction in the use of the U. S. Official wool grades will be given at a school to be held in Missouri shortly, under the combined direction of the State Marketing Bureau, the State College of Agriculture and the Federal Bureau of Agricultural Economics. G. T. Willingmyre, Specialist in Wool Marketing and Standardization, Bureau of Agricultural Economics, will instruct the class in the application and use of the official grades. Practical demonstrations will be given. The exact time and place of the school will be announced later.

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TENTATIVE GRADES FOR SHELLLED RUNNER PEANUTS ANNOUNCED

Tentative grades for Shelled Runner Peanuts have been drawn up by the Federal Bureau of Agricultural Economics and the grade specifications issued in mimeographed form. Four grades are provided, U. S. No. 1, U. S. No. 1 Splits, U. S. No. 2, and U. S. No. 3. Copies of the specifications may be obtained from the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics, Washington, D. C.

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ARRANGEMENTS BEING MADE FOR INSPECTION WORK IN TEXAS

Arrangements for cooperative shipping point inspection in Texas were tentatively made during a recent conference which F. G. Robb of the Federal Bureau of Agricultural Economics had with officials of the State Markets and Warehousing Department at Austin, Tex. An agreement will be drawn up before the service is put into effect around the first of December.

WHEAT MARKETING PROBLEMS IN PENNSYLVANIA DISCUSSED IN BULLETIN

"Problems in Marketing Pennsylvania Wheat" is the title of the latest bulletin published by the State Department of Agriculture, Harrisburg. This is a 38-page, illustrated publication which gives the results of four years of wheat marketing investigation made by George A. Stuart of the State Bureau of Markets.

This investigation of problems in wheat marketing, made by Mr. Stuart is unique, for it is claimed that no other State has gone into the actual wheat marketing channels, especially the terminals, and gained the facts revealed in this study. In discussing facts revealed by the study, Mr. Stuart says: "Pennsylvania wheat producers have been gradually losing their home market to western growers because the wheat has not been entirely satisfactory for commercial bread making. Too many varieties of wheat, lack of uniformity in texture, the presence of garlic and the damage by the Angoumois Grain Moth, all combined to make the flour, milled from such wheat quite unsatisfactory for making the best bread. This condition is partly the consequence of the millers or dealers disregarding grade when purchasing wheat from farmers. Such a policy results in placing a premium on the production of poor quality wheat.

"Coupled with this policy of local purchase, is the mixing of different grades and textures of wheat in making up carload shipments. This makes it possible for one lot of garlicky or moth-infested wheat to cause the whole carload to suffer a costly discount."

As a result of these findings, Mr. Stuart recommends in his bulletin that farmers produce fewer varieties of good milling wheat, and that shippers and millers buy according to grade and segregate according to texture in order to encourage production of good wheat and to give the baker a more uniform flour.

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TWO MARKETING SUBJECTS DISCUSSED AT MEETING OF LAND GRANT COLLEGES

Status of cooperative marketing in the United States will be discussed by Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics at the annual convention of the Association of Land Grant Colleges, being held this week at the Willard Hotel, Washington, D. C. B. W. Kilgore, Director of Extension in North Carolina will outline the responsibilities of the Extension Service in developing a cooperative marketing enterprise.

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PUBLICATIONS OF BUREAU OF AGRICULTURAL ECONOMICS LISTED

The list of publications issued by the Bureau of Agricultural Economics, relating to markets, crops, and farm management, has been revised to date. Copies of the mimeographed list may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

RESULTS OF WEST VIRGINIA AGRICULTURAL ECONOMIC SURVEY PUBLISHED

Results of the agricultural economic survey recently made in the vicinity of Charleston, W. Va., by the Experiment Station of the State University at Morgantown, and the Federal Bureau of Agricultural Economics, are given in Bulletin 188, "Adjusting Agricultural Production and Distribution in South Central West Virginia to Meet Home Market Demands," just published by the Agricultural Experiment Station. In the summary definite suggestions regarding production facilities and the needs for meeting the consumptive demands for the nearby markets are given.

H. T. Crosby and H. I. Richards represented the Federal Bureau of Agricultural Economics in this study.

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PROGRAM FOR MEETING OF STATE MARKETING OFFICIALS TO BE READY SOON

Announcement is made that the detailed program of the annual meeting of the National Association of State Marketing Officials, to be held in Chicago, December 1, 2 and 3, will be ready soon and will be mailed to all members of the association. The program will emphasize grading and standardization work, and a special session will be devoted to the consideration of "What a College Course in Marketing Should Contain."

H. Deane Phillips, Director of the New York State Bureau of Markets, Albany, is secretary of the Association, and is arranging the details of the meeting.

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NEW YORK CABBAGE SHIPPERS MAKE USE OF INSPECTION SERVICE

Demand for shipping point inspection on New York cabbage will be expanded this season, according to advice from the shipping districts. It is predicted that before the season is over the service will be afforded at 125 loading stations and that 1,000 cars of cabbage will be shipped. The inspection service is conducted jointly by the State Bureau of Markets, Albany, and the Federal Bureau of Agricultural Economics. Potatoes and apples are also being inspected at shipping points.

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NEW GOVERNMENT BULLETINS ANNOUNCED

Yearbook Separates, No. 894, "The Sheep Industry," and No. 905, "Imports and Exports of Agricultural Products," are now available from the Office of Publications, United States Department of Agriculture, Washington, D. C. Miscellaneous Circular No. 28, "Tables for Converting Crude Protein and Ash Content to a Uniform Moisture Base," is also off the press and may be obtained upon request from the Office of Publications.

COST OF MARKETING WASHINGTON APPLES STUDIED

"Margins and Costs in the Marketing of Washington Apples, 1922-23" is the subject of a preliminary report issued recently by the Cost of Marketing Division of the Federal Bureau of Agricultural Economics. Data for this study were collected from 13 fruit shipping organizations located in the Okanogan, Spokane, Wenatchee and Yakima districts of the State of Washington. In addition to the data collected in the producing areas, jobbing and retail prices were collected in the New York Port District. The results obtained from partial tabulation of this information form the subject of this preliminary report. Copies of the mimeographed report may be obtained from the Cost of Marketing Division, Bureau of Agricultural Economics, Washington, D. C.

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WISCONSIN CABBAGE DEAL, 1923-24, SUMMARIZED

Wisconsin Cabbage Deal, Season 1923-24, is the title of a new field summary issued by the Fruit and Vegetable Division of the Federal Bureau of Agricultural Economics. Weekly price ranges are tabulated for several leading markets. One table shows the daily shipments from Wisconsin and for the United States, the f.o.b. prices, and the Chicago arrivals from Wisconsin and from all other States. Wisconsin cabbage shipments also are given by originating stations and by months. Copies of this summary may be obtained from the Federal Bureau of Agricultural Economics, Washington, D. C.

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NORTH CAROLINA ARRANGES FOR SHIPPING POINT INSPECTION

Shipping point inspection is available to North Carolina producers and shippers again this year. An agreement covering the details of the work has been drawn up by the State Division of Markets, Raleigh, and the Federal Bureau of Agricultural Economics. Albert E. Mercker of the Federal Bureau is the supervising inspector in charge of the inspection and standardization work in that State. Apples, sweet potatoes, potatoes and peaches are the chief commodities inspected.

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DISCUSSES SOUTHERN PEACH MARKETING SITUATION

The marketing situation in relation to the Southern peach crop was discussed by F. G. Robb, in charge of the Food Products Inspection Service, Federal Bureau of Agricultural Economics, at the annual convention of the American Pomological Society at Atlantic City, yesterday.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 19, 1924.

Vol. 4, No. 47.

PROGRAM ANNOUNCED FOR MEETING OF STATE MARKETING OFFICIALS

Final arrangements have been made for the sixth annual meeting of the National Association of State Marketing Officials which will be held at the Auditorium Hotel, Chicago, December 1, 2 and 3. As previously announced, chief consideration will be given to grading and standardization work and to marketing courses in Colleges. The detailed program is as follows:

Monday, December 1.

- 10:00 a.m. The Maintenance of Membership Interest, C. O. Maser, Secretary, American Cotton Growers' Exchange.
- 10:45 a.m. The Grain Marketing Company, J. W. Coverdale, Secretary.
- 11:30 a.m. Report of Committee on Cooperation, O. B. Jesness, University of Kentucky.
- 2:00 p.m. Standardizing and Marketing of High Grade Butter, A. J. Maguire, Manager, Minnesota Cooperative Creameries Association.
- 2:30 p.m. Report of Committee on Sales and Consignments, F. B. Bomberger, University of Maryland.
- 3:15 p.m. Studies of Consumer Demand, J. Clyde Marquis, Bureau of Agricultural Economics.
- 4:00 p.m. Report of Committee on City Marketing, J. E. Boyle, Cornell University.

Tuesday, December 2.

- 9:30 a.m. Report of Committee on Transportation, O. G. Lloyd, Purdue University.
- 10:15 a.m. Report of Committee on Legislation, D. C. Rogers, Missouri State Marketing Bureau.
- 10:45 a.m. Roadside Markets, A. L. Clark, New Jersey State Bureau of Markets.
- 11:15 a.m. Report of Committee on Crop Estimates, W. F. Callander, Bureau of Agricultural Economics.
- 11:45 a.m. Report of Committee on Market Reporting, J. A. Hunter, Texas Markets and Warehouse Department.

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What a College Course in Marketing Should Contain - from the viewpoint of:

- 1:30 p.m. The Agricultural College, Dr. J. D. Black, University of Minnesota.
- 1:50 p.m. The University, Dr. R. W. Clark, Northwestern University.
- 2:10 p.m. The Farmers' Organization, Dr. Frank App, Federated Growers.
- 2:30 p.m. The Bureau of Agricultural Economics, Dr. H. C. Taylor.
- 2:50 p.m. The Extension Service, Dr. F. B. Bomberger, University of Maryland.
- 3:10 p.m. The Commercial Organization, Guy C. Smith, Libby, McNeill & Libby.
- 3:30 p.m. The State Bureaus of Markets, L. G. Foster, Wisconsin Department of Markets.
- 4:00 p.m. Business Meeting.

Wednesday, December 3.

- 9:30 a.m. Standardization and the Federal Warehouse Act, H. S. Yohe, Bureau of Agricultural Economics.
- 10:30 a.m. What Standardization Will Mean to the Egg Industry, F. S. Kilbourne, President, National Poultry, Butter and Egg Association.
- 11:30 a.m. The F.O.B. Auction, Frank E. Nellis, President, The F.O.B. Auction Company.
- 1:30 p.m. Conference on Standardization and Inspection, H. J. Hughes, of the Minnesota Department of Agriculture, presiding.

A general discussion of specific problems in standardization and inspection work, with special consideration to fruits, vegetables, hay and eggs.

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TRADE WANTS MISSOURI MARKETING BILL REVISED

Committees representing various trade organizations in Missouri are giving consideration to revising the marketing bill as enacted at the last session of the Missouri State Legislature. A joint meeting of the committees will be held soon for the purpose of going over the bill to determine what specific parts of it should be changed so as to meet the approval of trade members. This bill has been opposed by commission men on the ground that it is too drastic. Certain concessions have been made by State officials and a short time ago it was requested that the various associations and organizations of the State get together and recommend a bill that would be agreeable to all parties concerned.

At the joint meeting it will be decided what is considered a satisfactory bill and then a committee will meet with State officials and present these recommendations. At the April session of the Legislature an attempt will be made to substitute the new bill for the one previously enacted.

STUDY BEING MADE OF BEEF CATTLE INDUSTRY IN VIRGINIA

To determine why beef cattle produced in Southwest Virginia are less desirable in the consuming markets than cattle from the West, a comprehensive study of the industry in that section is being made by the Federal Bureau of Agricultural Economics in cooperation with the Virginia Agricultural and Mechanical College and Polytechnic Institute, Blacksburg. Dark meat, as a rule, is discriminated against by the consumer. It has been found that since many of the Virginia cattle "cut black" Virginia farmers are not receiving as good a price for their cattle as western ranchmen do for theirs.

Tests are being made by the Bureau of Agricultural Economics to determine what causes meat to be dark and therefore less attractive in appearance. It will also be determined whether the dark meat when cooked is less palatable than the bright red cuts.

The historical side of the cattle industry of Southwest Virginia is also being studied, as well as the methods and practices used in production.

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ARMY OFFICERS STUDYING FEDERAL HAY GRADING

The Army Veterinary School, conducted each year at the Army Medical Center, Walter Reed Hospital, Washington, began including the study of hay grading in their course last year. The course of study for the class this year includes 89 hours' work on hay grading, which is to be done at the Hay Standardization Laboratory of the Federal Bureau of Agricultural Economics, in Washington. The officers in the school began their work in the laboratory November 17, and the course calls for their devoting four afternoons a week to this subject for the remainder of the present calendar year. This year most of the teaching will be done by officers of the Veterinary Corps, who took the course at the Bureau's Laboratory last year. The Hay, Feed and Seed Division will furnish the facilities and assist the Army instructors in the laboratory work. Lectures will also be given by various members of the Division staff.

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BOSTON STUDY TO SHOW COMPETITION BETWEEN PRODUCING AREAS

A study showing the competition between areas supplying apples, onions, lettuce and other products to the Boston market is now being made by the State Division of Markets and the Federal Bureau of Agricultural Economics. From this study it is expected to determine to what extent Massachusetts farmers have an advantage over other areas on account of location, freshness of products, etc., and wherein other areas have an advantage over Massachusetts producers in supplying the Boston market with certain products.

Information will be assembled on sources and seasonableness of supply, freight rates, trucking costs, storage costs, prices and other related data concerning the products to be studied. The study will be completed by the first of May.

LIVESTOCK MARKETING MEETINGS HELD FOR MISSOURI FARMERS

A series of livestock meetings are being held throughout Missouri, by the Missouri College of Agriculture, Columbia, in cooperation with local livestock shipping associations, to acquaint individual farmers with every step in the marketing of livestock. These all-day meetings are given over completely to a discussion of livestock marketing and production problems. The meetings are held on farms where various classes and grades of livestock have been assembled for use in discussing market classes and grades. The programs usually commence at ten o'clock in the morning with a talk by a commission man explaining just how livestock is handled and sold at the terminal markets. Following this is a lecture on profitable production of livestock by a livestock extension specialist of the College of Agriculture. He outlines the methods for producing pork cheaply and for the most economical production of beef.

After the noon hour the commission men again take charge of the program and explain the market classes and grades of livestock and give the present market values. True D. Morse, agricultural economics extension specialist from the College, has had general charge of the meetings. According to Mr. Morse the livestock shipping association has been a very important factor in improving the quality of the livestock marketed in Missouri. Through the associations the farmers have an opportunity to see just what the market is demanding and a direct comparison can be made between the prices paid for various grades of livestock. The result has been that farmers are producing a higher class product and are sending it to market in much better condition.

At meetings held in Bates County the agricultural students from the high schools attended in a body to see the grading work and to listen to the lectures.

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EGG MARKETING SURVEY BEING MADE IN NORTH CAROLINA

An egg marketing survey is being conducted in North Carolina under the direction of the State Division of Markets, Raleigh, with the assistance of the Federal Bureau of Agricultural Economics. Plans are being considered for the formation of a cooperative poultry marketing association. D. L. James, Marketing Specialist with the Division of Dairy and Poultry Products has assisted in similar surveys in a number of States.

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RICHMOND GRAIN EXCHANGE ADOPTS SOY BEAN GRADES

The tentative grades for soy beans, prepared in the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics, were adopted by the Richmond Grain Exchange, Richmond, Va., at a special meeting of the Board of Directors, held on November 11. Richmond is one of the largest terminal soy bean markets in the country.

SPECIAL MARKETING ASSISTANCE GIVEN VIRGINIA TURKEY RAISERS

"Hints on Marketing Turkeys" is the subject of a circular prepared by the Virginia Division of Markets, Richmond, for the guidance of turkey raisers at this particular season of the year. How to fatten the birds preparatory to marketing is explained, as well as when, where and how to dispose of them.

J. H. Meek, Director of the State Division of Markets, has also prepared a list of reliable commission merchants and dealers not only in Virginia markets but in the nearby large cities. Producers are warned not to ship their turkeys to firms whose reliability is not well known.

Market quotations on turkeys are prepared and sent to the newspapers of the State for the daily information of turkey raisers and shippers.

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RECOMMENDATIONS FOR STANDARD GRADES FOR WALNUTS TO BE SUBMITTED SOON

Recommendations for standard grades for walnuts will probably be submitted within the next two weeks by the Federal Bureau of Agricultural Economics. At the request of the California Walnut Growers' Exchange the Bureau of Agricultural Economics sent a representative to California to study the walnut packing and marketing methods with a view to drawing up grades for this product. J. W. Park of the Fruit and Vegetable Division, who has been conducting the survey has visited most of the important walnut packing houses in Southern California and has made a study of the inspection methods followed in that territory. He has also completed a trip through the walnut districts in the northern part of the State.

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STUDY TO SHOW COSTS OF DISTRIBUTING FARM PRODUCTS IN BOSTON

The cost of distributing selected farm products from shipping point to Boston consumers is being studied by the Massachusetts State Division of Markets and the Federal Bureau of Agricultural Economics. The importance of the various costs in the usual purchase made by the consumer will be shown.

Data will be secured on f.o.b. prices, freight rates, trucking costs, wholesaling and jobbing margins, and other costs from original and secondary sources. The study which will be finished by May 1, will cover the following commodities: potatoes, lettuce, oranges, butter, beef, pork, eggs, flour, sugar, onions and apples.

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TABLE SHOWS WEIGHT EQUIVALENTS FOR DRY COMMODITIES SOLD IN NEW JERSEY

A table of approximate weight equivalents for 69 dry commodities which come under the New Jersey Sale-by-weight law, has been prepared by the New Jersey State Department of Weights and Measures, Trenton, for the convenience of purchasers. Dry measures are now illegal in New Jersey and purchasers are cautioned to order dry commodities by weight or numerical count.

SUMMARY OF IDAHO LATE POTATO SEASON PUBLISHED

A summary of the Idaho Late Potato Deal, Season, 1923-24, has just been published by the Federal Bureau of Agricultural Economics. Maps, charts and tables are used throughout the text to present certain statistical facts. One table shows the elevation of various shipping points in the State and another relates to the freight rates from numerous western potato sections to leading city markets. An especially interesting tabulation covers the weather conditions in Idaho for 15 years. Considerable space is devoted to a review of the Idaho inspection service on potatoes, the U. S. grades for potatoes, and a sample inspection certificate. Idaho potato acreage, yield and production are shown for a period of 42 years. Shipment and distribution tables are complete, and brief descriptions are given of other western potato-shipping sections.

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RURAL MAIL CARRIERS TO ASSIST IN COUNTING CHICKENS, COWS AND PIGS

Half a million farmers will be asked to report to the United States Department of Agriculture next month the number of cows and heifers kept for milk this year compared with last, the number of hens and pullets of laying age, and the number of sows farrowed or bred to farrow this fall and next spring. Questionnaires will be distributed by the rural mail carriers.

This information is sought to form the basis for forecasting production and market supplies so that farmers may adjust production to demand and market their products in a more orderly fashion. Surveys of this kind were begun by the department two years ago in connection with pigs, and the success of the system has been such that the surveys have been extended to dairy cows and poultry.

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MEAT MARKETING CONFERENCE TO BE HELD IN RICHMOND, VIRGINIA

The meat marketing conditions in Richmond will be considered at a conference to be held in that city, November 21, under the direction of the Virginia Division of Markets. Representatives of agricultural organizations, civic organizations, livestock commission men, meat and poultry dealers, livestock buyers, shipping associations and others interested in the meat industry have been requested to attend.

J. H. Meek, Director of the Division of Markets, points out that the Virginia markets do not attract a high quality of cattle and sheep and that consequently consumers get a low grade product. A plan for bettering the marketing conditions for livestock and meat products will be outlined at this conference.

STATE AND FEDERAL
MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
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November 26, 1924.

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VIRGINIA APPLE INSPECTION SERVICE SHOWS RESULTS

Inspection plus extensive advertising did much this season in placing Virginia apples permanently before the eyes of the consuming public. Five hundred growers contracted for the inspection of approximately 450,000 barrels of apples this season, of which more than 220,000 barrels were actually inspected. Much of the fruit would not pass the requirements for the U. S. No. 1 grade which was used by the inspectors, and consequently many growers packed only a small portion of their crop under inspection, while others had to drop out entirely on account of their fruit not meeting the grade requirements. However, the results this year show a decided increase over the 69,000 barrels inspected in 1923, and 32,243 barrels in 1922.

The Apple Inspection Service, directed cooperatively by the State Horticultural Society, the State Division of Markets and the Extension Service of the Virginia Agricultural College, was organized by rings, according to county boundaries. Growers paid all expenses of this work by means of a charge not to exceed 6 cents per barrel, plus 1 cent for advertising. The average cost, however, amounted to about 4 cents per barrel. This money paid the expenses of inspection and for printing the complete list of growers whose apples were being inspected in five issues of one of the trade papers. A small circular giving the same information and guaranteeing the dependability of these apples was also prepared and mailed to 6,000 dealers in cities of 5,000 population and over, in all States east of the Mississippi River. Eight thousand circular letters were also sent out giving information about the progress of the State Inspection Service and standardized packing. In addition to this method of advertising, posters, stickers and a cookbook were printed and distributed, telling the merits of Virginia-produced apples. Next year the Inspection Service expects to extend its advertising campaign still further. It is estimated that contracts for the inspection of 1,000,000 barrels of apples will be signed next year.

Results of the inspection and advertising were quite gratifying, according to advice from State authorities. Some growers received from 12 to 50 letters from buyers. As the trade learned that inspected apples were available, buyers began demanding State inspection. One grower with ten or twelve thousand barrels, who refused inspection because he felt he had an established contract with his buyer, found that his apples were not wanted since the buyer was demanding inspected fruit.

CONNECTICUT POULTRYMEN WILL UTILIZE THEIR HOME MARKETS

Connecticut poultrymen are endeavoring, through their recently organized cooperative association, to market their eggs in home markets, according to Paul Mehl, Marketing Specialist with the Connecticut Agricultural College, Storrs. The Connecticut Poultry Producers, Inc., is now in operation and has established offices in both New Haven and Hartford.

Arrangements are being made so that eggs can be collected regularly right at the farm door and taken directly to the branch offices where they are candled, graded and placed in the association's cartons. These cartons carry the trademark of the association, "Busy Biddy's Best," and guarantee that the eggs are strictly fresh and Connecticut produced.

Mr. Mehl states that Connecticut consumers prefer Connecticut-produced eggs but the difficulty in the past has been that poultrymen have not developed a system of distribution and identification so that consumers could tell whether or not they were getting a Connecticut or a Western egg.

Two salesmen have been employed by the association to visit the retailers and prove to them not only that the Connecticut people want Connecticut eggs but that it is good business and profitable for them to handle what the consumer wants. "With two salesmen calling daily on the trade, with facilities to take care of the retailers so that they can receive efficient and prompt service, and a high-grade product to offer the consumer, the poultrymen ought to be in a position to protect their markets and develop the industry in this state," Mr. Mehl says. He is strongly urging the producers to do their part by sending only the highest quality of eggs to the association, thus protecting the reputation of their own organization.

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STANDARD LETTUCE CRATE ADOPTED IN NEW YORK AND FLORIDA

A standard crate for lettuce is now in use in both Florida and New York shipping districts. New York lettuce growers formerly used three different sizes of the two-dozen lettuce crate. Still another size was used in Florida. As many of the New York crates are made in the South, the mills had to be prepared to make four sizes of lettuce crates. Last spring the New York Vegetable Growers' Association appointed a committee, representing the lettuce-growing sections of the State, to consider the adoption of one standard crate. This committee agreed on a crate measuring 7 1/2 x 16 x 19 inches inside.

Following this action, the Federal Bureau of Agricultural Economics took up the matter with the southern manufacturers, asking them to ascertain the possibility of securing the adoption of the same crate for Florida lettuce. As a result, growers from the Manatee section presented a petition to the Standard Container Manufacturers Association, requesting that the New York crate be adopted by them as their standard two-dozen lettuce crate. The association at their last meeting, held recently, voted to take such action. This means the substitution of one crate for the four formerly used.

STANDARDIZATION OF FARM PRODUCTS GROWS STEADILY IN IMPORTANCE

Standardization of farm products is rapidly attaining national and international importance. Federal grades are now available for 30 kinds of fruits and vegetables, one or more of which grades have been adopted by 25 States for use in intrastate as well as in interstate commerce.

The standardization program of the Federal Bureau of Agricultural Economics was started in 1915 with the establishment of a telegraphic market news service covering most of the leading consuming markets in the country. Federal grades were prepared for Bermuda onions and potatoes, use of the latter being made compulsory by the Food Administration. The value of the potato grades was found to be such that with the termination of the Food Administration the trade continued the voluntary use of the grades, and it is estimated that at least 80 per cent of the total shipments of potatoes in the United States are now quoted on the basis of the Federal grades.

Further stimulus was given the standardization program when the United States Food Products Inspection Service was started in 1917. This service provided for Federal inspection of shipments at receiving points when such inspection should be requested by any of the persons interested in the shipments. By 1921, Federal grades had been recommended for 13 different fruits and vegetables, and had been widely adopted by the States.

The following year the inspection service was extended to shipping points, and a tremendous demand developed for additional standards for fruits and vegetables. The grades are now being recognized abroad as evidenced by the trade preference given American products that have been officially inspected and for which inspection certificates as to quality and condition have been issued.

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TO CONSIDER REVISION OF CALIFORNIA APPLE-GRADING LAW

Revision of the California State apple-grading law will be considered at the conference of California fruit growers to be held at Sacramento, December 9-11. H. W. Samson, Standardization Specialist, will represent the Federal Bureau of Agricultural Economics at this meeting. Before returning to Washington, Mr. Samson will confer with State officials, growers, shippers and members of the trade in several of the Northwestern States regarding standardization and inspection problems.

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LARGE FORCE NEEDED IN COLORADO INSPECTION SERVICE

The Standardization and Inspection Service in Colorado, conducted jointly by the Director of Markets and the Federal Bureau of Agricultural Economics, has three District Supervisors, four Inspectors in Charge, nine inspectors on a salary basis, and six inspectors on a fee basis. E. F. McKune is in charge of the Colorado Inspection Service, with headquarters at 329 Capitol Building, Denver.

EGG, CREAM AND GRAIN STANDARDIZATION PROGRAMS CONTINUED IN MISSOURI

The Missouri State Marketing Bureau, Jefferson City, is continuing its campaigns in egg and cream grading, and grain standardization this fall and winter. Arrangements are now being made to hold meetings in various communities throughout the State.

With the use of illustrated charts and stereoptican outfits numerous interesting points on how to improve the quality and more efficiently market eggs and cream are brought to the attention of producers. The poultry and dairy industries are thoroughly discussed from the marketing angle.

Practical demonstrations in the application of the official method of making the test weight per bushel on wheat, corn, oats and other grains, as it is applied by Federal and State Grain Inspectors at the terminal markets are a feature of the grain meetings. The grain grading representative carries with him grain grading equipment like that used in terminal markets for establishing the test weight per bushel.

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GRADING STANDARDS ENFORCED IN WISCONSIN

The value of grading standards depends greatly upon their enforcement, the Wisconsin Department of Markets, Madison, believes and in following that policy has instituted this past few weeks a number of prosecutions for the violation of its grading regulations. Six cases for violation of the egg candling regulations have been put in the hands of the district attorneys for prosecution and also two for honey, one for apples and four for potatoes. Three of the potato grading regulations occurring since the opening of the present season have been tried and in all cases the defendants paid the fine assessed by the court. Fines for first offenses are made very nominal and offenders are warned not to violate the grades further as the maximum penalty that can be applied is a \$500 fine.

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FARM CREDIT STUDY BEING MADE IN SOUTH DAKOTA

A study of the sources of farm credit, the change in the farm debt situation during the past few years and the relation of debts to assets on 65 farms in Lake County, S. D., is being carried on by the South Dakota College of Agriculture in cooperation with the South Dakota Department of Agriculture and the Federal Bureau of Agricultural Economics.

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FLORIDA INSPECTION SERVICE COMMANDS LARGE FORCE

Approximately 90 inspectors are now engaged in the Florida shipping point inspection work, conducted jointly by the State Marketing Bureau, Jacksonville, and the Federal Bureau of Agricultural Economics. Citrus fruits will be the principal product for which inspection will be made.

AGRICULTURAL TAX PROBLEMS BEING STUDIED IN SOUTH DAKOTA

Tax problems, especially as related to agriculture in South Dakota, are being studied by the South Dakota College of Agriculture, in cooperation with the State Department of Agriculture and the Federal Bureau of Agricultural Economics. The study is being confined chiefly to Brookings County at this time but will be extended to representative counties in other sections of the State later.

Comparisons are being made as to relative percentage assessments on country and city real estate; relation of tax to real estate incomes and analysis of the collection and the expenditure of tax monies.

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ASSISTANCE GIVEN IN CITY MARKETING PROBLEMS

Assistance in city marketing problems is requested of the New York State Bureau of Markets, Albany, from time to time. At a conference called recently by the Rochester Chamber of Commerce, representatives of the Bureau of Markets discussed plans for improving the farmers' market in that city. It was decided that before final plans were drawn up, the local Bureau of Municipal Research should make a preliminary study of car arrivals in Rochester, volume of business handled by wholesalers and on the market itself, and other facts necessary in determining what improvements should be made....

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REPORT SHOWS STATUS OF COOPERATIVE CHEESE FACTORIES IN U. S.

The early history and the development in growth of the cooperative cheese factories in the United States are described in a preliminary report, "Cooperative Cheese Factories in the United States, 1924," recently issued by the Federal Bureau of Agricultural Economics. Tables and charts are used to present the statistical facts regarding this branch of the cooperative movement. Copies of the mimeographed report may be obtained from the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, Washington, D. C.

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NEW YORK AND PENNSYLVANIA COOPERATE IN POTATO INSPECTIONS

Cooperative arrangements for the inspection of potatoes at certain shipping points close to the border line between New York and Pennsylvania have been made by the New York State Bureau of Markets, Albany, and the Pennsylvania Bureau of Markets, Harrisburg. By such arrangements the most economical use of field forces can be made for both Bureaus and it is now possible to reach some stations where the service otherwise could not be offered.

SUMMARY OF WESTERN POTATO DEALS PUBLISHED

A summary of Western Potato Deals, Season 1923-24, has just been published by the Federal Bureau of Agricultural Economics. This is a 39-page report, and covers the potato deals of western Nebraska, the San Luis Valley of Colorado, and the Greeley district. Tables are included of potato production, shipments by stations in the two States, shipments by States, f.o.b. prices, prices to jobbers, destinations, unloads in principal markets, etc. Special attention is given to the shipping point inspection service^{and} the seed potato situation in Nebraska. A table of freight rates from western potato shipping points is also included. Copies of the mimeographed summary may be obtained from the Fruit and Vegetable Division, Bureau of Agricultural Economics, Washington, D. C..

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RESEARCH PROGRAM FOR NEW ENGLAND CONSIDERED AT COUNCIL MEETING

Development of a coordinated research program for New England was discussed at the meeting of the New England Research Council on Marketing and Food Supply at its recent meeting in Boston. Representatives of the agricultural colleges, Harvard University, Boston University, the State Departments of agriculture, the Federal Bureau of Agricultural Economics, and others interested in farm management and marketing research in New England, attended. Jesse W. Tapp, represents the Bureau of Agricultural Economics as secretary of the Council. Headquarters for the Council are in the Appraisers Store Building, Atlantic Ave., Boston.

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OFFICIAL WOOL GRADES USED IN CLASS ROOM

Practical use was made of a set of the Official Wool Standards in teaching wool production to students of the College of Agriculture, University of California, Berkeley. J. F. Wilson, Assistant Professor of Animal Husbandry, informs the Federal Bureau of Agricultural Economics that considerable interest in the standards is apparent among flock owners. Effort is being made to acquaint wool growers with the necessity of selling their clip on a graded basis.

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FARM MANAGEMENT AND MARKETING SCHOOLS TO BE HELD IN
NEW YORK

A number of two-day schools will be conducted in New York State this winter where both farm management and marketing subjects will be taught by specialists of the Extension Service of the New York State College of Agriculture, Ithaca. Five men will assist in this form of extension work. Plans for the work were discussed at a three-day farm management extension conference held recently at Ithaca under the direction of Dr. V. B. Hart.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 3, 1924.

Vol. 4, No. 49.

Sixth Annual Meeting
NATIONAL ASSOCIATION OF STATE MARKETING OFFICIALS
Chicago, December 1-3, 1924

Marketing representatives from over twenty States were present at the opening session of the National Association of State Marketing Officials, when President Porter R. Taylor of Pennsylvania reviewed the developments of the year very briefly. He said that cooperation was continuing to be a leading subject for discussion as the subsequent program indicated. Important advances in standardization, warehousing and inspection work were reviewed throughout the course of the meeting.

Cooperative Marketing

Farmers cooperative associations are approaching dominant positions in the marketing of three staple products, cotton, grain and butter, according to reports presented.

The American Cotton Growers Association is handling over 1,000,000 bales of cotton, compared to one-quarter of a million bales handled last year, Secretary C. O. Moser told the marketing representatives assembled at the convention. It has become the world's largest cotton merchant, with sales representatives in Europe and Japan representing over 300,000 cotton growers. The association last year borrowed \$87,000,000 to make advances to growers. It has accomplished the first two of its major problems by gaining the confidence of the banks and of the growers. Its third problem of gaining the confidence of buyers is now progressing rapidly, according to Secretary Moser. The association is a demonstrated success, he said, but still has serious problems ahead in reducing the cost of transportation, insurance and financing.

The Grain Marketing Company, organized last July, has handled over one-third of all grain marketed from this year's crop and probably 70 per cent of grain for export, according to J. W. Coverdale, Secretary, who reviewed the company's activities for the marketing officials. He stated that the membership campaign would soon be begun to sell the \$1,000,000 of common stock to grain producers to conform to the requirements of the law under which the company was organized. The company's operations this fall have had a beneficial effect on the grain market by preventing congestion at the principal shipping centers, Mr. Coverdale said. Large elevators and the use of lake

vessels for storage purposes have been used to relieve the rye surplus in the northwest and help to prevent terminal gluts. The company will issue its first financial statement about December 15, showing its operations to date in detail, said Mr. Coverdale.

The Minnesota Cooperative Creameries Association is now the largest butter-selling organization in the world, representing about 400 creameries selling about \$1,000,000 worth of butter per month, stated A. J. Maguire, manager of the association. It has established a uniform package and trademark under Federal and State inspection and has raised the quality of its product greatly by cooperative marketing. New markets have been found, sales offices established in the east and Minnesota butter extensively advertised by the association, he said. Where formerly only 25 per cent of the butter shipped was of extra quality, 48 per cent is now of this high grade.

The State Marketing Officials adopted a report on cooperation, expressing the policy that farmers, themselves, should originate plans for organization and the State and Federal officials should assist but not actually organize the association. The report declared in favor of specific educational campaigns among farmers to direct them to the principles of successful cooperation but leaving the decision on organization to be decided by the farmers themselves.

Studies of Consumer Demand

An outline of the consumer demand studies which the Federal Bureau of Agricultural Economics has made for specific commodities was given by J. Clyde Marquis, Director of Information. He discussed in detail the new meat marketing study which is now being made by the bureau. A preliminary report covering this survey has just been published, copies of which may be obtained from the Division of Information, Bureau of Agricultural Economics, Washington, D. C.

Roadside Markets

The roadside marketing situation in New Jersey was reviewed by A. L. Clark, Chief of the New Jersey Bureau of Markets. A survey of roadside markets in that State was made last September by means of a 600 mile trip through the State. Some 280 stands were visited, of these 87 were selling nearby farm produce only, 22 sold "hog dogs", 31 sold candy and cigars, and 12 sold gasoline. Of the total number of stands visited, 83 got all their produce from owners' farms, 23 from nearby farms and 25 partly from city markets. In volume of business 3 did a business of over \$10,000 a year; 6 from \$5,000 to \$10,000; 27 from \$1,000 to \$5,000; 24 from \$500 to \$1,000; and 71 less than \$500. The conclusion drawn from this survey was that educational campaigns should be put on by local organizations, Farm Bureaus or by Granges to show farmers how to run a roadside market, and secondly, to organize the local market owners into an association to develop rules and methods of advertising. Third, that State Marketing Bureaus should begin to standardize and inspect these markets and give the market a certificate that would show the public that the owner is reliable.

What a College Course in Marketing Should Contain

This subject was discussed from the following viewpoints, detailed reports of which will be given later:

The Agricultural College, Dr. J. D. Black, University of Minnesota.

The University, Dr. Fred E. Clark, Northwestern University.

The Bureau of Agricultural Economics, Dr. H. C. Taylor, Chief.

The Extension Service, F. B. Bomberger, University of Maryland.

The Commercial Organization, G. C. Smith, Libby, McNeill & Libby.

The State Bureau of Markets, L. G. Foster, Wisconsin Department of Markets.

The Farmers' Organization, paper was written by Arthur R. Rule, General Manager of Federated Fruit and Vegetable Growers', New York City, and read by L. G. Foster.

Standardization and the Federal Warehouse Act

A survey of the warehousing work conducted by the U. S. Department of Agriculture was given by H. S. Yohe, in charge of the administration of the U. S. Warehouse Act. Progress of this branch of the Federal work has been reviewed from time to time in "State and Federal Marketing Activities."

What Standardization Will Mean to the Egg Industry.

Steps that have been taken within the past year since the tentative U. S. standards for eggs were presented by the Federal Bureau of Agricultural Economics to the trade for trial, were reviewed by F. S. Kilbourne, President of the National Poultry, Butter and Egg Association. He said that there has been a complete change in attitude to the grades by many members of the trade but that much has yet to be done. Fullest cooperation of the trade which his organization represents was pledged for the establishment of U. S. grades for eggs.

A new era in the egg business dates from the day egg standards were proposed to the trade at the Chicago meeting a year or two ago, stated Harrison Jones, editor of the National Poultry, Butter and Egg Bulletin, in addressing the marketing officials. He said that egg standardization has saved the industry from chaos and will lead to many greater things.

The F.O.B. Auction.

The story of the development of the F.O.B. Auction for fruits and vegetables was told by Frank E. Nellis, president of the F.O.B. Auction Company.

Standardization and Inspection

General discussion of many detailed problems connected with the standardization and inspection of farm products was held among several state representatives.

Committee on Sales and Consignments

The Committee on Sales and Consignments, F. B. Bomberger, Maryland, chairman, submitted the following report:

1. Little development has been made during the past year in the field of State legislation bearing directly on sales and consignments of farm products other than in the field of standardization of grades and containers.

2. A substantial growth of produce commission firms for the handling of farm products in terminal markets is noted.

3. A steady trend towards the development of some type of official regulation or control over the business of handling farm crops on consignment in terminal markets is apparent.

4. The adoption of standard grades and containers is reducing the opportunities for controversy between shipper and receiver.

5. Shipping point inspection work is given credit for a vast curtailment of possibilities for misunderstanding and controversy.

6. There seems to be a belief that only Federal licensing of handlers of farm products on consignment is capable of meeting the situation.

Committee on City Marketing

The Committee on City Marketing, J. E. Boyle of New York, chairman, reviewed the city marketing situation under the following heads:

1. Difficulties of public markets: too little supply, too few local farmers, consumers too scattered.

2. Successful markets: Should carry a wider variety of products; afford an outlet for local farmers; be a convenience to consumers. Principal successful markets are in Eastern cities, rather than in Western. Good local government necessary.

3. City markets should be open chiefly to producing farmers or others with restrictions. A broad market is essential to please the consumers.

4. State aid not favored. City marketing should be a community affair.

5. Non-political management is essential to success.

6. Outstanding markets cited are: Bronx Terminal, New York City; Endicott and Johnson City, Md.; Altoona, Pa.; and Boston, Mass.

The conclusion drawn was that while only a small part of our food is handled by city markets there seems to be a need for closer study in cities with congested population centers.

Committee on Cooperation

Report of Committee on Cooperation, given by O. B. Jesness of Kentucky, contained the following principles: (1) That farmers themselves initiate all cooperative organizations. It can not be decided for them by the Government or other agency. (2) The public agencies should supply facts, prospects and limitations to help farmers to arrive at intelligent decisions. (3) It is important to develop cooperation carefully on the basis of full information. (4) Real educational work should now replace propaganda. (5) More publicity of balance sheets and mistakes should be made to aid new organizations to avoid failure.

Committee on Legislation

The report of the Committee on Legislation, presented by D. C. Rogers of Missouri, is given below.

Problems of marketing and production are inseparable. Studies of marketing should follow the farm product through all stages of its course to the ultimate consumer. Production plans by farmers must be adjusted to the demands in the ultimate market. Consequently, questions of marketing must be studied in close relation to problems of production by men who thoroughly understand production. Therefore, we believe that Congress, in considering legislation, should include certain provisions as follows:

1. Put upon the firm basis of permanent legislation the numerous marketing services of the Department of Agriculture now authorized by clauses in the annual appropriation bills. Business amounting to hundreds of millions of dollars is now absolutely dependent upon these services which should be dignified, strengthened and expanded under new and permanent authority.
2. The studies in competing foreign agricultural countries by the Department of Agriculture have been producing very helpful information as to foreign markets for our farm products. These studies should be made by investigators, who are in close touch with American farming, and who have the facilities of the Department of Agriculture at their disposal for analyzing and distributing this information to our farmers. The foreign work of the Department of Agriculture should be strengthened and placed upon a permanent basis, such as provided by the Ketcham Bill.
3. No new governmental agency should be given any control over, or made responsible for, the activities of farmers' marketing organizations, but, rather, that the Department of Agriculture be given such logical extension of its present authority as shall enable it to render the services needed by such organized growers and others who serve the producer in the distribution of his products.
4. An extension of the authority of the Secretary of Agriculture to establish Boards of Arbitration is the logical and necessary outgrowth of the various inspection services which it now renders.
5. Some form of control or supervision by the Secretary of Agriculture over all those who serve in agential capacities, and over others who operate in farm products in ways which affect the efficient and orderly marketing thereof is needed. We believe this can be accomplished by a system of voluntary registration with the Secretary of Agriculture under approved trading rules promulgated or recommended by him.
6. As supplementing the foregoing the Secretary of Agriculture should be authorized to approve the organization of groups of cooperative associations or of dealers in or handlers of farm products under suitable rules and safeguards, for the purpose of encouraging efficient distribution and stabilization of supply.

7. Certain specific, unopposed legislative proposals, which are basic in character, providing for establishing of standard containers of farm products, should be enacted immediately. The so-called Vestal Bill, which provides for standardization of many containers of fruits and vegetables, now made in deceptive sizes, is an example of such needed legislation.

8. Provision should be made for the wider use of the Federal Warehousing System, by such modifications of the present law, or the addition of a revenue-producing feature which will make it self-supporting, and will enable the Department of Agriculture to expand its organization to meet the growing demand for its services under this Act.

9. Services, such as the Inspection Service rendered to specific groups or persons, should be for a fee or charge whenever they have a definite commercial value, thus preventing these services to marketing organizations from becoming a burden on the tax-payers.

10. The Department of Agriculture should be provided with ample means to study problems and costs of retail distribution so as to enable the Department of Agriculture to carry the full benefits of standardization, inspection, and better packing on to the consumer.

Committee on Transportation

O. G. Lloyd, Chairman of the Committee on Transportation reviewed the developments during the year and recommended that the action of the American Railway Association in establishing Regional Advisory Boards be approved, and that State officials cooperate with the Railway Association in making the transportation of farm products more effective and in improving the service.

Committee on Crop Estimates

W. F. Callander, Chairman of the Committee on Crop Estimates, reviewed the developments of the crop estimating work during the past year, as undertaken by the Federal Bureau of Agricultural Economics. The Federal crop estimating work has been reviewed from time to time in previous issues of "State and Federal Marketing Activities."

Committee on Market Reporting

Progress made in market reporting work during the year was briefly told by J. Austin Hunter, Chairman of the Committee on Market Reporting. The committee made the following recommendations regarding the further development of this service: (1) That complete cooperation exist between State and Federal news agencies with a joint news man appointed where possible; (2) That further study should be given to the character of radio reports; (3) That a subscription plan be developed for market news reports; and (4) That a policy of cooperation between State and Federal bureaus be worked out.

New Constitution

A new constitution and by-laws was adopted at this meeting of the marketing officials. In the following brief summary, new matter occurring in the constitution is underlined, while matter to be struck out is enclosed in parentheses.

Constitution

I. Name

The name of this organization shall be The National Association of (State) Marketing Officials.

II. Purposes

The purpose(s) of (the organization) this association shall be to (bring into effect a closer coordination of the work of the regular legally established market departments or bureaus of the several states of the Union and the Bureau of Markets of the United States Department of Agriculture) establish a unified program for the study and improvement of marketing as it relates to agricultural products and to co-ordinate the work of the market departments or bureaus of the several states, the United States Department of Agriculture, the Extension services of the various agricultural colleges, and the research work in marketing carried on by the colleges and by other agencies.

III. Membership

(The association of the market heads shall be an executive body, consisting of the chief or head of the regular legally constituted department of each state which by authority of law is authorized to regulate, control or direct marketing operations of the state without regard to either the title of the bureau or the department, or title of the official carrying authority).

(The Chief of the Bureau of Markets of the Department of Agriculture of the United States shall be a member of the association; all representatives of such state and the Federal Bureau or Department of Markets shall be eligible to associate membership.)

(Professors, instructors and other extension specialists of educational institutions engaged in teaching marketing and kindred subjects shall be eligible to associate membership.)

(Associate membership may be extended to the farm bureau agents, specialists in marketing questions and authorized representatives of cooperative associations, and others, as the executive body may deem wise.)

There shall be two classes of membership:

(a) Executive membership, which may include the Chief of the United States Bureau of Agricultural Economics or a representative of such bureau named by said chief and shall be open to one representative from each state who shall be the chief or head of the legally constituted

department or bureau charged with the regulation, control, or direction of marketing work in said state or shall be a representative from such department or bureau designated by its chief or head, Provided; that in state where there is no legally constituted state markets department, bureau or other similar agency, one executive membership shall be open, after approval by the Executive Committee of the association, to a properly authorized representative of the land-grant college in such state until such time as a state markets department, bureau, or other official state market agency, is established and official notice to that effect has been received by the association.

(b) Associate membership, which shall be open to any person whose work or interest brings such person into contact with marketing problems.

IV. Officers and Executive Committee

1. The officers of the association shall be a president and a vice-president, elected from the executive membership, and a secretary-treasurer, who may be either an executive or an associate member.

2. There shall be an executive committee consisting of the president, the vice-president, the secretary-treasurer, and two members at large.

3. Officers, and members at large of the Executive committee shall be elected at the annual meeting and shall serve from the time of election to the close of the next annual meeting.

V. Standing Committees

There shall be (seven) eight Standing Committees as follows:

- Standardization
- Cooperative Organization
- Transportation
- Legislation
- Sales and Consignments
- Market Reporting
- City Marketing
- Crop and Live Stock Estimates

VI. Annual Meeting

There shall be held an annual meeting at which business shall be transacted and matters of general interest presented for discussion.

By-Laws

A number of changes were made in the by-laws of the association, only one of which will be noted, that relating to membership fees.

Membership Fees:

1. There shall be a membership fee (for each executive representative) of ten dollars (\$10.00) per annum for each executive member and (the) a membership fee of two dollars (\$2.00) per annum for each associate member.

2. Membership fees shall be payable on or before the first day of the second week prior to each annual meeting.

New Officers

Officers for 1925 were elected by the members of the Association as follows:

President - Hugh J. Hughes, St. Paul, Minn.
Vice President - W. A. Munson, Boston, Mass.
Secretary-Treasurer - F. B. Bomberger, College Park, Md.

Committee Chairmen:

Standardization - George K. Ross, Raleigh, N. C.
Legislation - D. C. Rogers, Jefferson City, Mo.
Cooperative Organization - A. L. Jerdan, Knoxville, Tenn.
Sales and Consignments - J. W. Lloyd, Urbana, Ill.
Market Reporting - B. B. Jones, Madison, Wis.
City Marketing - J. C. Boyle, Ithaca, N. Y.
Transportation - J. A. Hunter, Austin, Tex.
Crop Estimates - W. P. Hartman, Lansing, Mich.

The Executive Committee will be composed of President, Vice-President, Secretary-Treasurer, and Dr. H. C. Taylor, and Porter R. Taylor.

Secretary's Report

The Report of the Secretary, H. D. Phillips of New York, showed that one ex-member of the Association, Ohio, had been added during the year, and that one had resigned, Louisiana.

Fifteen new associate members were added during the year. The publication of the Proceedings of the Fifth Annual Meeting of the Association was reported as successful.

Report of Treasurer.

The Treasurer's report showed a sound year's operations with a satisfactory balance on hand.

Banquet

The Association of Commissioners of Agriculture and the National Association of State Marketing Officials held a joint banquet at the Auditorium Hotel, Monday evening. The speakers were Dr. E. J. Nourse of the Institute of Economics of Washington, D. C., who reviewed the progress of cooperation in agriculture, and Dr. A. W. Gilbert, Commissioner of Agriculture of Massachusetts, who presented an illustrated lecture on the work of the International Institute of Agriculture at Rome and the last convention that he attended.

AGRICULTURAL RADIO CONFERENCE

The Agricultural Radio Conference, called by C. W. Warburton, Director of Extension Work, U. S. Department of Agriculture, by authority of the late Secretary of Agriculture Wallace, was held at the Hotel Allerton, Chicago, December 4. About one hundred persons, representing boardcasting stations, farm organizations, extension services, and State and Federal departments of agriculture, attended the conference.

After a day of discussion in which all phases of radio broadcasting were considered, the conference adopted a number of resolutions, the substance of which is as follows:

1. Agricultural broadcasting should be extended until all farm communities are reached.
2. Broadcasting stations should realize the vital importance of using accurate information to protect listeners-in from deception.
3. All Government agencies directing radio broadcasting are urged to recognize the importance of timely information which should be sent to farmers.
4. Supervision of all weather information by the U. S. Weather Bureau is approved.
5. Cooperative supervision of market reports by Federal and State marketing agencies is approved.
6. Correlation of educational material and surveys of farmers' needs and desires by Federal and State Extension Services is recommended.
7. Urged that more attention be given to the broadcasting material sent out to consumers of farm products.
8. Urged that all Federal and State departments, colleges, and farm organizations release news to radio same as to press.
9. Commended the United States Department of Agriculture and the late Secretary of Agriculture Wallace for calling the conference and recommended that future conferences be called by the Secretary of Agriculture whenever the needs made such conferences desirable.
10. Urged that the U. S. Extension Service promote working relations between broadcasting stations and those agencies which have material of interest to agriculture.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 10, 1924.

Vol. 4, No. 50.

COMMITTEE TO STUDY MEAT MARKETING SITUATION IN RICHMOND, VA.

A permanent committee for improving the livestock situation in Richmond, Va., was appointed as a result of the meeting held in that city, November 21, to discuss the condition of the livestock market. The meeting was called by the Virginia Division of Markets, and was attended by 45 representatives of civic, commercial and business organizations and firms of Richmond and the State as a whole. Those in attendance were generally agreed that the beef coming to the Richmond market both before and after being slaughtered was of an inferior grade, and the spread between the producer and consumer was too great. It was therefore decided that a permanent committee should be appointed to strive towards improving the Richmond market for better cattle.

This committee will not expect to take immediate action, but to work towards a permanent improvement, and will draft plans in the near future which will look forward to getting Richmond to take a larger percentage of higher quality cattle.

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COST OF RETAILING FOOD PRODUCTS STUDIED IN NEW JERSEY

A study of the retailer's cost of marketing various products has been made by the New Jersey State Bureau of Markets, among a number of dealers in Trenton. Stores report to the bureau each week their buying and selling prices of the various fruits and vegetables. As a result of this study, Frederick V. Waugh, price specialist with the State Bureau of Markets, has been able to calculate the usual margins made on 20 commodities in Trenton. These margins average from 21 per cent to 23 per cent on commodities sold by the half-bushel and are much higher - from 30 per cent to 40 per cent - on commodities sold by the quarter peck and pound. It is necessary for the retailer to make a big margin when he has to break up a package and weigh or measure out a lot of small amounts, but when consumers are willing to buy commodities in the original containers, the retailer's cost is considerable less. The consumer gets his food at a reduced price and the farmer gets a bigger per cent of the consumer's dollar, Mr. Waugh states.

REPORT SHOWS OUTSTANDING WORK OF BUREAU OF AGRICULTURAL ECONOMICS

The issuance of agricultural outlook reports that enable farmers to adjust their production more closely to the market demand for farm products has been the outstanding accomplishment of the Federal Bureau of Agricultural Economics during the past year and has helped farmers to reduce losses and to plan for better returns, according to Dr. H. C. Taylor, Chief of the bureau, in his annual report to the Secretary of Agriculture.

Twice a year surveys are made of intentions of farmers to plant various crops, and on hog breeding operations designed to give producers an accurate index of prospective marketings. The results of these surveys together with the facts of foreign production, domestic and foreign demand, form the basis for the outlook reports.

Close study is being given by the bureau to world-wide agricultural conditions in connection with domestic problems in anticipating probable trends of production and market prices, and new research work has been arranged to supply the basic facts and develop methods of forecasting trends wherever possible. All this is intended to give farmers fore-hand knowledge with which to prevent, so far as possible, the occurrence of agricultural depressions.

"This bureau is giving intensive study to the problems involved in securing for agriculture its proportionate reward," Doctor Taylor reports. "It endeavors to show the relation of more efficient farming and marketing to the problem of securing a fair share of the national income, as a basis of an adequate standard of living on farms and in rural communities. The publication of the facts as disclosed by careful statistical studies covering many localities, and at the same time making recommendations for changes wherever it appears that a change will be beneficial, is helping farmers to inaugurate programs of production which will yield them a better return for their labor and capital."

The world crop and market reporting service whereby producers in this country are kept informed of agricultural crop and market conditions throughout the world has been extended. Improvements in methods of crop and live-stock estimating; expansion of the market news service by means of leased telegraph wires and radio to cover practically all parts of the country; the development of standards for additional farm products, and the establishment of a shipping point inspection service on fruits and vegetables that is now available in 28 states are other outstanding results of the year's work.

The formulation of market grades and standards has made its greatest progress during the year, the number of standards of fruits and vegetables having been increased from 12 to 19. Wool, meat and livestock and cotton standardization work has expanded.

Shipping point inspection of fruits and vegetables has increased from 73,000 cars to 129,000 cars during the year. Inspections of dairy products, hay, meats and the classing of cotton has also increased greatly.

The United States Warehouse Act has been applied to several additional products including potatoes, broomcorn, beans and peanuts. The capacity of warehouses under license for cotton, grain and tobacco doubled during the year.

The market news service has been extended to the Pacific Coast and through many new offices market reports have been made available to a dozen or more states not previously served.

CONSUMER DEMAND FOR MEAT STUDIED

Consumers generally know less about differences in cuts and quality of meat than of any other commodity, specialists of the Federal Bureau of Agricultural Economics have found in a nation-wide survey of the retail meat business. Most of the housewives interviewed were able to mention only two or three steaks which they could recognize if cut, and the average number of roasts with which they were familiar was less than two.

A preliminary report of the survey just released deals with the scope and progress of the research studies of the methods, practices, costs and consumer buying habits in retailing meats in 15 widely separated cities and towns in all parts of the country. The cities and towns are New Haven, Conn.; Binghamton, N. Y.; Baltimore, Md.; Washington, D. C.; Jacksonville, Fla.; Birmingham, Ala.; New Orleans, La.; Cleveland, Ohio; Lincoln, Nebr.; Denver, Colo.; Salt Lake City, Utah; Portland, Oreg.; and San Francisco, Oakland, and Los Angeles, Calif.

The need for selling meat on the basis of grade and for educational campaigns to acquaint consumers with the differences in cuts and quality was pointed out by some leading retailers to prevent possible deception, substitution, and misleading and untruthful advertising.

"Greater knowledge of comparative values of meats by the consumer would be beneficial to the trade," the report says. "Shops which handle the better grades of meats and are strictly honest in their advertising and selling practices would not be handicapped, as they sometimes now are by the price competition of other dealers who handle inferior products. Individual dealers can help with the education of the housewife by showing her differences in cuts, explaining the differences in grades of beef, and pointing out how trimming affects her purchase."

The bureau's study of retail costs and operating margins in 1923 for a limited number of retailers, which is included in the preliminary report, shows that of the average consumer dollar received by the retailer, the meats cost 78.6 cents, that the retailer's total expenses were 19.7 cents, and that he made a net profit of 1.7 cents. The average percentage of cost of goods sold for stores making a profit was 77.3 per cent of sales, and for stores incurring a loss this figure was 80.9 per cent of sales.

Copies of the preliminary report of consumer demand for meat may be obtained upon application to the Division of Information, Bureau of Agricultural Economics, Washington, D. C.

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COSTS OF MARKETING WASHINGTON APPLES SHOWN IN REPORT

Margins and costs in the marketing of Washington apples, 1922-23, are analyzed in a preliminary report recently issued by the Federal Bureau of Agricultural Economics. The report is based upon data collected from 13 fruit shipping organizations located in the State of Washington, and upon jobbing and retail prices obtained in the New York Port District. Copies of this report may be obtained from the Division of Information, Federal Bureau of Agricultural Economics, Washington, D. C.

COOPERATIVES MAKE USE OF U. S. WAREHOUSING RECEIPTS

Hundreds of millions of dollars are being loaned to cooperative marketing organizations and individual farmers on the basis of warehouse receipts issued by warehousemen licensed under the United States Warehouse Act, according to H. S. Yohe, in charge of the Warehouse Division of the Federal Bureau of Agricultural Economics.

The act now provides for the issuance of warehouse receipts for cotton, wool, tobacco, grain, farmers' stock peanuts, late potatoes, broom-corn, dry beans, and dried fruit. Any public warehousemen who can establish to the satisfaction of the Department of Agriculture that they are trustworthy, competent, financially responsible, and have proper storage facilities, may be licensed to store these products.

So favorably does the banking fraternity view the receipts issued by the Federally licensed warehousemen that many banks accept the receipts as collateral without question, Mr. Yohe says. The Intermediate Credit banks, the Federal Reserve banks, and many leading commercial bankers have expressed preference for the receipts. Cooperative associations which store their products with warehousemen licensed under the act obtain a preferred receipt which gives them a wider field of credit and frequently better interest rates.

The receipt is a definite contract between the depositor and the warehouseman, showing among other things the exact quantity of the product entrusted to the warehouseman, its grade, variety and condition. Any encumbrances against the goods stored must be clearly shown. The Federally licensed warehousemen are subject to examination prior to licensing and are under constant Government supervision thereafter, under a plan of supervision similar to that used by the United States Treasury Department in the supervision of national banks.

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HAY DEMONSTRATIONS TO BE GIVEN FOR HIGH SCHOOL STUDENTS

Demonstrations of the United States grades for hay are to be given in 20 agricultural high schools in Maine, in the near future, under the auspices of the State Supervisor of Education. The Maine Division of Markets, Augusta, has arranged for F. C. Sturtevant, a licensed Federal hay inspector, to demonstrate the grades and to explain the advantages of selling hay by Federal grades. Not only students, but every person interested in hay standardization, have been invited to attend these demonstrations.

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ANNUAL REPORT OF SECRETARY OF AGRICULTURE NOW AVAILABLE

The report of the Secretary of Agriculture of the United States, 1924, is now off the press. Copies of the report may be obtained upon application to the Office of Publications, United States Department of Agriculture, Washington, D. C., so long as the supply lasts.

READINGS IN MARKETING COMPILED IN BOOK FORM

"Readings in Marketing" is the title of a recently published book by Fred E. Clark, Professor of Economics and Marketing in the Northwestern University School of Commerce, Evanston, Ill. In the preface the author says: "These readings are designed to provide descriptive and supplementary material for use in the study of commodity marketing. Texts in marketing are quite properly confined to discussions of general principles and methods, and descriptive material is used only in so far as it helps to elucidate those principles and methods. The student and the teacher, on the other hand, feel the need for more detailed supplementary discussions. It is to provide such discussions that these readings have been prepared....Although the readings are developed primarily on a functional and institutional basis, they follow, to some extent, a product basis."

The readings are arranged under the following general headings: The marketing functions; Marketing farm products; Wholesaling of farm products; Middlemen of the agricultural wholesale market; Marketing raw materials; Marketing manufactured products; Wholesale middlemen of the manufacturers' market - the jobber; Direct marketing of manufactured products; Retail distribution; Large scale retailing; Distributive cooperation; Elimination of middlemen; Physical distribution; Market finance; Market risk; Market news; Standardization; Competition and prices; Market price; Price maintenance and unfair competition; Relation of the State to marketing; Elements of marketing efficiency; Cost of marketing; and Final criticism.

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MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3530, by Senator Smith, amending an act authorizing the Director of the Census to collect and publish statistics of cotton.

H. R. 10358, by Mr. McLaughlin of Nebraska, to establish an intelligent guidance of production, of marketing, of distributing, and of selling the basic commodities of American agriculture.

Bills upon which action was taken:

The two deficiency bills, H. R. 9561 and H. R. 9559 which failed of passage in the last session of Congress, have been sent to the President for signature. These bills included the amounts for reclassification of field employees, \$203,978, and \$50,000 for crop estimating work.

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HOLD HAY STANDARDIZATION MEETINGS IN VIRGINIA

In the interest of improved production, standardization and State-Federal inspection of hay, a number of meetings were held in the Valley of Virginia last week, under the direction of the State Division of Markets, Richmond, and the Virginia Agricultural College. K. B. Seeds of the Hay, Feed and Seed Division of the Federal Bureau of Agricultural Economics assisted the State officials in conducting these meetings.

ESTIMATED APPROPRIATIONS FOR BUREAU OF AGRICULTURAL ECONOMICS

The total appropriation for the Bureau of Agricultural Economics, for the fiscal year 1926, as submitted by the Bureau of the Budget and as reported from the Appropriations Committee to the House of Representatives, shows an actual decrease of \$42,567 below the amount for the current fiscal year, and provides for a limitation on the salaries of all employees in Washington. The following table shows the amount allowed for each appropriation, together with the Washington salary limitations:

| Appropriation | Total Appropriation 1925 | Amount Carried in Bill as Presented to House 1926 xx | Increase to or Decrease from 1925 |
|---------------------------------|--------------------------------|---|---|
| "Salaries"..... | \$1,176,073 | \$1,162,666 | \$13,407- |
| General Expenses: | | | |
| Administrative Expenses.. | 37,933 | 36,613 | 1,320- |
| Farm Management & Practice) | 276,760 | 261,586 | 15,174- |
| Cost of Production | | | |
| Marketing & Distributing | | | |
| Farm Products..... | 550,983 | 539,107 | 11,881- |
| Crop & Live Stock Estimates | 407,550 | 407,550 | - |
| Foreign Comp. & Demand... | 65,360 | 65,360 | - |
| Market Inspection of | | | |
| Perishable Foods..... | 354,640 | 343,755 | 5,885- |
| Market News Service..... | 709,748 | 709,748 | - |
| Enforcement of U.S. Cotton Fut- | | | |
| ures & Cotton Stand. Acts. | 188,500 | 188,500 | - |
| Enf. of U.S. Grain Stand. Act. | 598,940 | 598,940 | - |
| Enf. U.S. Warehouse Act..... | 197,060 | 205,060 | 8,000+ |
| Enf. Standard Container Act.. | 5,000 | 5,000 | - |
| Completion of Wool Work..... | 11,290 | 11,290 | - |
| Operation Center Market..... | 178,900 | 176,000 | 2,900- |
| | * \$4,758,742 | \$4,716,175 | \$42,567- |

*Includes \$203,978 for Field Classification
and \$50,000 for Crop Estimates Deficiency Act.

xx Same as amount allowed by Bureau of Budget.

STATE AND FEDERAL MARKETING ACTIVITIES

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Vol. 4, No. 51

EGG MARKETING SCHOOL TO BE HELD IN MINNESOTA

An egg marketing school will be held in Minneapolis, January 19-31, under the direction of the Extension Service of the University of Minnesota, the State Department of Agriculture and the Federal Bureau of Agricultural Economics. Every step in the process of marketing Minnesota eggs will be taught at the school. Persons interested in the grading and shipping of eggs have been invited to enroll in the class.

During the Minnesota State Poultry Show at Minneapolis, January 22-25, a poultry short course will be held each afternoon and evening. The business of selling eggs will be featured in the course. N. E. Chapman, poultry specialist at the University of Minnesota will give the course, assisted by Professor A. O. Barton of the North Dakota Agricultural College.

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MASSACHUSETTS MARKETING DIVISION ADVERTISES ITS SERVICES

4 K The first attempt at paid advertising in newspapers was recently made by the Massachusetts State Division of Markets, Boston, when it inserted in a Boston paper, on three different occasions, an advertisement directed particularly at housewives. The "ad" showed a boy carrying a big poster bearing the statement, "Housewives, Buy Food to Advantage! Keep posted best time to buy." By subscribing for the weekly retail price list of food products, for 50 cents a year to cover postage, housewives are advised that they can keep informed of market prices and receipts.

Results of this form of advertising have not been ascertained as yet, but when available will be noted with interest.

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VIRGINIA DAIRY INDUSTRY BEING SURVEYED

A survey of the dairy industry in Virginia is being made cooperatively by the State Department of Agriculture, the Virginia Agricultural College and the U. S. Department of Agriculture, to secure information that will assist in improving the industry. Part of the survey is devoted to securing data on dairy products produced and marketed by Virginia farmers. Questionnaires have been sent out to farmers and dairymen of the State, and as soon as filled in and returned, results will be compiled by the State Agricultural Statistician at Richmond.

MOVEMENT TO IMPROVE QUALITY OF TENNESSEE EGGS

A movement is on foot in Tennessee to improve the quality of eggs shipped from that State. County agents, with the assistance of State and Federal marketing specialists, are endeavoring to show poultrymen the advantages of grading their eggs and shipping the graded product to the market centers where premium prices are paid.

The agent in Jefferson County reports that with the exception of a few individuals practically all eggs produced in his county, good and bad alike, sell for the same price. One man in particular grades his eggs, sending the select ones to New York City and selling the others locally, local buyers paying him the same price for his culls that his neighbors receive for their ungraded eggs. For one shipment recently sent to New York he received 65 cents a dozen, while the local price was 35 cents. It costs him about 4 cents a dozen to deliver his eggs in New York.

It is the plan to establish satisfactory connections with New York buyers so that Tennessee eggs can be sold there on a quality basis. At present Tennessee eggs are discriminated against on the New York market and sell as seconds because no attention is being paid to quality, according to the Extension Service of the University of Tennessee.

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PACKAGES NOT TO BE RETURNED TO CALIFORNIA SHIPPERS

Similar to the action taken by Philadelphia dealers some time ago, is the recent decision on the part of Los Angeles dealers not to return packages to shippers. Effective December 1, the carlot receivers and jobbers in the Los Angeles market agreed to discontinue the practice of returning boxes to shippers.

It has always been the custom in Los Angeles to sell most commodities on a net basis, making a charge for the box or lug and refunding upon its return. The exceptions to this rule have been Northwestern packed apples, asparagus, packed citrus fruits, and a few other items of similar nature. The position of the trade is that the handling of these boxes represents a considerable item in the cost of operation and they are determined to sell all commodities at a price which will include the cost of the package.

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MASSACHUSETTS CLUB WOMEN DISPLAY INTEREST IN MARKETING PROBLEMS

Club women throughout Massachusetts are cooperating with the State Division of Markets, Boston, in bringing before their members some of the commercial provision problems and the advantage of buying food products in season. Massachusetts is reported as being the only State in the Union that issues an official weekly report of retail marketing activities.

W. A. Munson, Director of the Division of Markets, advises club women and housewives that efficiency should be practiced in the marketing of food products in order to eliminate every possible opportunity where wastage may occur.

MOTION PICTURES TO SHOW COOPERATIVE MARKETING METHODS

A series of educational motion pictures on the cooperative marketing of important farm products is being made by the United States Department of Agriculture. The first film, announced for release about January, shows methods of picking cotton, ginning, baling, delivery to the associations, sampling, classing, warehousing, selling, shipping and other activities.

Another picture entitled the "Cooperative Marketing of Tobacco" will show how tobacco is handled cooperatively from the field until it is finally disposed of by the association.

The films are designed for use by cooperative associations, State extension agencies, and in classrooms in connection with marketing courses. They will be shown abroad also to organizations interested in American farm products.

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STUDENTS MAKE FIRST-HAND STUDY OF MARKETING FACILITIES

Forty students studying the marketing of agricultural products at the Pennsylvania State College, State College, Pa., made a three-day tour of Philadelphia recently to study the facilities in that city for the marketing and distribution of farm products. Visits were made to canning factories, packing plants, distribution warehouses, flour mills, bakeries, the fruit auction, the produce district, cold storage warehouses, ice cream factories and milk distributing plants. A boat trip along the water front was arranged through the Department of Wharves, Docks and Ferries, so the students could see the shipping facilities.

The tour was arranged by George A. Stuart of the Pennsylvania State Bureau of Markets, and Professor J. L. E. McCord of the Pennsylvania State College.

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WOOL MARKETING COURSE GIVEN IN UTAH COLLEGE

Upon the urgent request of wool growers in Utah, a wool marketing course is now being given at the Branch Agricultural College of Utah, located at Cedar City, Utah. The course includes a study of wool as a finished product from the ranch; the physical and chemical properties of the wool fiber; wool grading and sorting and determinations of shrinkage; and how to read market reports and apply them to local conditions. In the wool laboratory students who desire special work in this field will have the opportunity of working out special problems in relation to shrinkage, diameter of fibers, grading and sorting.

The Branch Agricultural College has requested of the Federal Bureau of Agricultural Economics that a set of the Official Wool Standards be sent for use in connection with this course.

CERTIFYING POULTRY FLOCKS POPULAR IN NEW JERSEY

That New Jersey's plan of certifying poultry flocks has won the confidence of poultrymen, as well as buyers, is indicated by the applications for certification inspection filed with the State Bureau of Markets, Trenton. Breeding flocks of approximately 15,000 birds and including White Leghorns, Barred Rocks, Rhode Island Reds and Black Giants are represented in the new applications. The bureau will also reinspect 4,500 Giants, which passed the tests last year. The flocks are widely distributed, but are chiefly from the poultry-producing sections of Hunterdon, Gloucester, Cumberland, Bergen, Middlesex and Mercer counties.

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HEADQUARTERS OF MID-WEST RESEARCH COUNCIL CHANGED TO LAFAYETTE, IND.

The work of the Mid-West Agricultural Research Council will be directed hereafter by Professor G. I. Christie, Director of Extension for Indiana and chairman of the Research Council. Mr. Christie will conduct the work from his office at Lafayette, consequently the council office at 139 North Clark Street, Chicago, will be closed. All correspondence regarding the activities of the council should be sent to Mr. Christie.

Burke H. Critchfield, who has been secretary of the council, has been transferred to the Washington offices of the Federal Bureau of Agricultural Economics.

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PRACTICES OF LIVESTOCK SHIPPING ASSOCIATIONS

In a recent survey of livestock shipping associations in the United States, made by the Federal Bureau of Agricultural Economics, information was collected relative to number of animals handled, percentage of livestock sold cooperatively in different communities, percentage sold through cooperative terminal sales agencies, and data regarding prorating and auditing. This material has been compiled and presented in a preliminary report, "Volume of Business by Livestock Shipping Association, 1923." Copies of the report may be had upon application to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, Washington, D. C.

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SUMMARY OF FLORIDA CITRUS DEAL PUBLISHED

A summary of the Florida Citrus Deal, 1923-24, has just been published by the Federal Bureau of Agricultural Economics. Data on shipments and distribution of the Florida citrus crop are given and comparisons, in the form of tables and graphs, are made with the citrus industry in California. Copies of the report may be had, upon application, to the Fruit and Vegetable Division, Federal Bureau of Agricultural Economics, Washington, D. C.

NORTH DAKOTA BULLETIN DISCUSSES COOPERATIVE CREAMERIES

Efficient management, volume of business, and a cooperative and community spirit among patrons are the three most essential factors for success in cooperative creameries, according to Bulletin 182, "Marketing Dairy Products," recently issued by the North Dakota Agricultural College, Agricultural College, N. D.

A volume of business sufficient to meet the overhead expense and to give the association some bargaining power is fundamental, says Dr. A. H. Benton, marketing specialist at the college who is author of the bulletin.

Efficient management, however, is the factor that finally determines success or failure of all cooperative enterprises, according to Dr. Benton. The manager of a cooperative cream shipping association must not only know how to test and ship cream, but he must know what prices to pay and how and where to sell.

Boards of directors of the most successful associations audit the managers' accounts, but after securing a capable manager they give him the free hand in the operation of the association. Men with the farmers' point of view who have been independent cream buyers and former students of an agricultural college prove to be the most successful managers for the cooperative association, says Dr. Benton.

Cooperative and community spirit among patrons is the third essential factor. Suspicion and inter dissention among patrons and members of the board of directors are responsible for the disruption and mediocre success of several associations. Where farmers have confidence in their cream shipping association, there is the assurance that their cream is being marketed by a friendly party and that the cream is being sold to the highest bidder.

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RECORDS FOR SMALL RETAIL MEAT SHOPS

In the course of studies conducted by the U. S. Department of Agriculture, the need for records in small shops in the retail meat trade has become apparent. It early developed in these studies, in the case of the smaller dealer who kept records, that the records were usually inadequate, even for his own purposes. In the majority of instances practically no records at all were kept. This situation prevails despite the large number of bookkeeping systems of various kinds available for retail meat dealers. So far as the Department was able to learn the principal objection raised by dealers against most of these systems was their real or imagined complexity. The prevailing attitude seemed to be that too much time and effort were required for the results obtained. In view of this situation the Department has issued a preliminary report, "Records of Cash Receipts and Disbursements for Small Retail Meat Shops," which explains methods by which the small retail meat dealer may with a minimum of effort keep some of the more essential records of his business.

Copies of this report may be obtained upon application to the Cost of Marketing Division, U. S. Bureau of Agricultural Economics, Washington, D. C.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3632, by Senator Fletcher, amending the Federal Farm Loan Act and the Agricultural Credits Act of 1923.

H. R. 10593, by Mr. Williams of Michigan, creating a Federal marketing board to encourage and aid in the formation of cooperative marketing associations.....to correlate the activities of such associations and to develop efficient and economical methods of distributing and marketing such products.

Bills upon which action was taken:

The Agricultural Appropriation Bill for the fiscal year 1926, H. R. 10404, passed the House on December 11, and has been referred to the Senate Committee on Appropriations. The total for the Bureau of Agricultural Economics is \$4,719,933. The only change made on the floor of the House in the items covering this bureau was the addition of \$3,758 to the item for Marketing and Distributing Farm Products. It is expected that the bill will be taken up for consideration in the Senate Committee at an early date.

The deficiency bills, H. R. 9559 and H. R. 9561, including amounts for reclassification for field employees, \$203,978, and \$50,000 for crop estimating work, have been signed by the President.

S. 3530, by Senator Smith amending an act authorizing the Director of the Census to collect and publish statistics of cotton was reported out of the Senate Committee without amendment, report 798.

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NORTH DAKOTA TO GIVE SHORT COURSE FOR POULTRYMEN

Among the short courses to be made available to farmers this winter by the North Dakota Agricultural College, Agricultural College, N. D., is a course in poultry production and marketing. This course will be given the first week of February.

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MARKET INFORMATION GIVEN IN ARKANSAS EXTENSION PAPER

A new feature of the Extension Cooperator, the monthly publication of the Arkansas Extension Service, Little Rock, is a column of Market Grams. This column, devoted to market information, is edited by E. A. Hodson, Marketing Specialist with the Extension Service.

STATE AND FEDERAL MARKETING ACTIVITIES

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WASHINGTON HORTICULTURAL SOCIETY ENDORSES INSPECTION WORK

Endorsement of Federal-State shipping point inspection work was given by the Washington State Horticultural Society at its recent meeting. The Society recommended that all shipments of apples and pears from or within the State be inspected by the joint service. The growing popularity of the inspection service is demonstrated by the certification during the 1923 season of 15,000 carloads of fruits and vegetables.

A resolution disapproving the shipping of Fourth Grade apples also was passed, in addition to one urging amendments to State laws to provide for the standardization of grades and packages for cantaloupes, asparagus and onions.

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OREGON POTATO GRADING LAW TO BE DISCUSSED AT MEETING

Proposed changes in the Oregon Potato Grading Law will be discussed at several meetings to be held in the western Oregon potato growing sections, between now and the time for the State Legislature to convene, according to advice from C. E. Spence, State Marketing Agent, Portland. All persons interested in the growing and marketing of this crop have been invited to attend one or more of the meetings and express their opinions regarding changes that should be made in the Potato Grading Law.

R. L. Ringer, in charge of the Federal market news and inspection work in that State, will discuss and demonstrate the grading of potatoes.

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MICHIGAN POTATOES BEING SOLD ON GRADED BASIS

Michigan's large potato crop is being reduced to a normal basis by a double grading process which is responsible for a much better quality product being placed on the markets this year, according to W. P. Hartman, Director of the State Bureau of Foods and Standards, Lansing. Growers are grading closely on the farm before delivering their crop to market, while shippers are resorting upon arrival in their warehouses. Now that Michigan is supplying a better graded product, Mr. Hartman believes growers and shippers should cooperate in an advertising campaign to stimulate consumption of their product.

HOW ONE STATE MARKETING BUREAU KEEPS BUSY

A few of the activities of the Florida State Marketing Bureau, Jacksonville, have recently been listed by L. M. Rhodes, Commissioner, and show the varied lines of work which the Bureau carries on. At present the Bureau, in cooperation with the Federal Bureau of Agricultural Economics, is inspecting on an average of 100 carloads of fruits and vegetables daily. The keeping of accurate records and the handling of the inspection fees involves considerable work.

The daily average of mail sent out is over 1,200 pieces, 100 of which are typewritten. From 30 to 50 consultations are had every day with shippers, either by telephone, telegraph, letter or personal talks, regarding market information, such as sales, diversions, forecasts, destinations, unloads, passings, market preferences, grading, packing, loading, how and where to ship, reliability of consignees or buyers, etc. These requests often cover practically every phase of marketing from the field to the consumer's table. The Bureau is often called on for forecasted yields in competitive states, the length of the average shipping season of different commodities, and the extent of foreign competition within Florida's shipping season.

Records of carlot shipments, production, acreage, etc., are kept in the offices of the Florida Marketing Bureau and are always available. Charts which the Bureau has worked out show prices and market conditions of all principal Florida products in the larger terminal markets, thus making it possible at a glance to obtain information in detail regarding a whole season's crops.

Quotations of Jacksonville markets are published daily in the Jacksonville press. A "For Sale, Want and Exchange Bulletin" is published semi-monthly, and advertises products valued at thousands of dollars.

With the inspection service; market news service; the giving of marketing advice on sales, consignments, diversions; finding buyers; making market connections through the For Sale, Want and Exchange Bulletin, and various other duties, the Florida Marketing Bureau touches in some way approximately \$50,000,000 worth of products annually. The appropriation for the Bureau is about one-twentieth of one per cent of that amount.

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NEW BROADCASTING STATION DEDICATED AT KANSAS AGRICULTURAL COLLEGE

The new radio broadcasting station, erected at the Kansas State Agricultural College, Manhattan, was dedicated December 1. This powerful new station, call letters KSAC, is used in broadcasting the regular "College of the Air" courses from 7:20 to 8 o'clock in the evening. A noon-day program from 12:30 to 1 o'clock is another regular feature. In addition to musical numbers and two timely talks by extension specialists at noon, there is a "radio question-box." All inquiries made regarding farm problems are answered by specialists. The close of farm produce markets is given at 1:05 p.m. Special lectures and musical programs will be arranged from time to time, college authorities state.

ROADSIDE MARKETS BECOMING POPULAR IN PENNSYLVANIA

Stopping at farmers' roadside markets to buy fruit and vegetables is rapidly becoming a popular practice in Pennsylvania, according to officials of the State Bureau of Markets, Harrisburg. Each year an extensive direct-to-consumer business is done by farmers especially in the Erie, Pittsburgh and southeastern section of the State. This type of marketing is found most successful close to centers of population and along main-traveled highways. During the past season, peaches and apples were the popular roadside fruits.

It is being found that an honest pack of carefully graded fruit or vegetables sold at a fair price wins the continuous trade of motorists. Farmers like other business men are finding that a retail business can be developed successfully only through satisfied customers. Graded products, attractively packed and displayed, are a first essential in the enterprise, say the State officials. The price at successful roadside markets is found usually to be somewhere between the wholesale rate and that prevailing at stores in near-by towns and cities.

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LETTUCE STORAGE PROBLEMS STUDIED IN COLORADO

A series of experiments to determine the length of time that lettuce can be held in storage under favorable conditions, is being conducted by the Colorado Inspection Service. W. E. Leigh, a graduate of the Colorado Agricultural College, has been assigned to the Denver office for training by the U. S. Vocational Training Board, and is at present devoting a part of his time to this research work in the storage of lettuce. Mr. Leigh also is making a selection of bean samples for the State Director of Markets.

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REVISING LIST OF VIRGINIA AGRICULTURAL BUSINESS ORGANIZATIONS

The list of Agricultural Business Organizations operating in Virginia is being revised by the State Division of Markets, Richmond. The list will show the name and location of the organization, kind of business, and name and address of the manager or secretary. J. H. Meek, Director of the Division, states that many requests for such a list are received from persons in Virginia as well as throughout the United States.

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G. O. SMITH RESIGNS FROM PENNSYLVANIA BUREAU OF MARKETS

George O. Smith, Marketing Specialist with the Pennsylvania State Bureau of Markets, Harrisburg, has resigned to take up work with the U. S. Chamber of Commerce. He will devote his time to a study of jobbing distribution.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 3719, by Senator Capper, creating a Federal marketing board to encourage and aid in the formation of cooperative marketing, clearing-house and terminal marketing associations handling agricultural products; to correlate the activities of such associations and to develop efficient and economical methods of distributing and marketing such products.

S. 3730, by Senator Sheppard, authorizing the Secretary of Agriculture to formulate and recommend standard weights and standard methods of wrapping, packing and tying cotton bales, and for other purposes.

H. R. 10728, by Mr. McFadden, amending the Federal Farm Loan Act and the Agricultural Credits Act of 1923.

H. R. 10767, by Mr. Barbour, providing for Federal inspection, under rules and regulations to be promulgated by the Secretary of Agriculture, of all manufactured canned food products to be marketed in interstate commerce.

H. R. 10782, by Mr. Tague, amending the act entitled "An act to provide revenue, to regulate commerce in foreign countries, and to encourage industries in the United States."

H. R. 10949, by Mr. Lampert, amending an act entitled "An act to provide revenue, to regulate commerce in foreign countries, and to encourage the industries in the United States."

H. Doc. No. 496, a communication from the President of the United States, transmitting an estimate of appropriation for the Executive office for the fiscal year ending June 30, 1925, to remain available until June 30, 1926, for the expenses of an agricultural conference assembled in November, 1924, \$50,000.

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MAKES TRIP IN INTEREST OF HAY STANDARDIZATION WORK

In the interests of hay standardization work, K. B. Seeds of the Federal Bureau of Agricultural Economics is making a trip through Pennsylvania, Ohio and New York. At Pittsburgh and Wilkes-Barre he will confer with purchasing agents of the coal companies with reference to buying their hay on Federal grades. This matter will also be discussed with officials of the Pennsylvania State Bureau of Markets at Harrisburg. At Cleveland the Federal hay inspector will be visited and at Auburn and Ithaca, N. Y., conferences will be held with officials of the New York State College of Agriculture, dealers and inspectors regarding the work on standardization of alfalfa hay.

